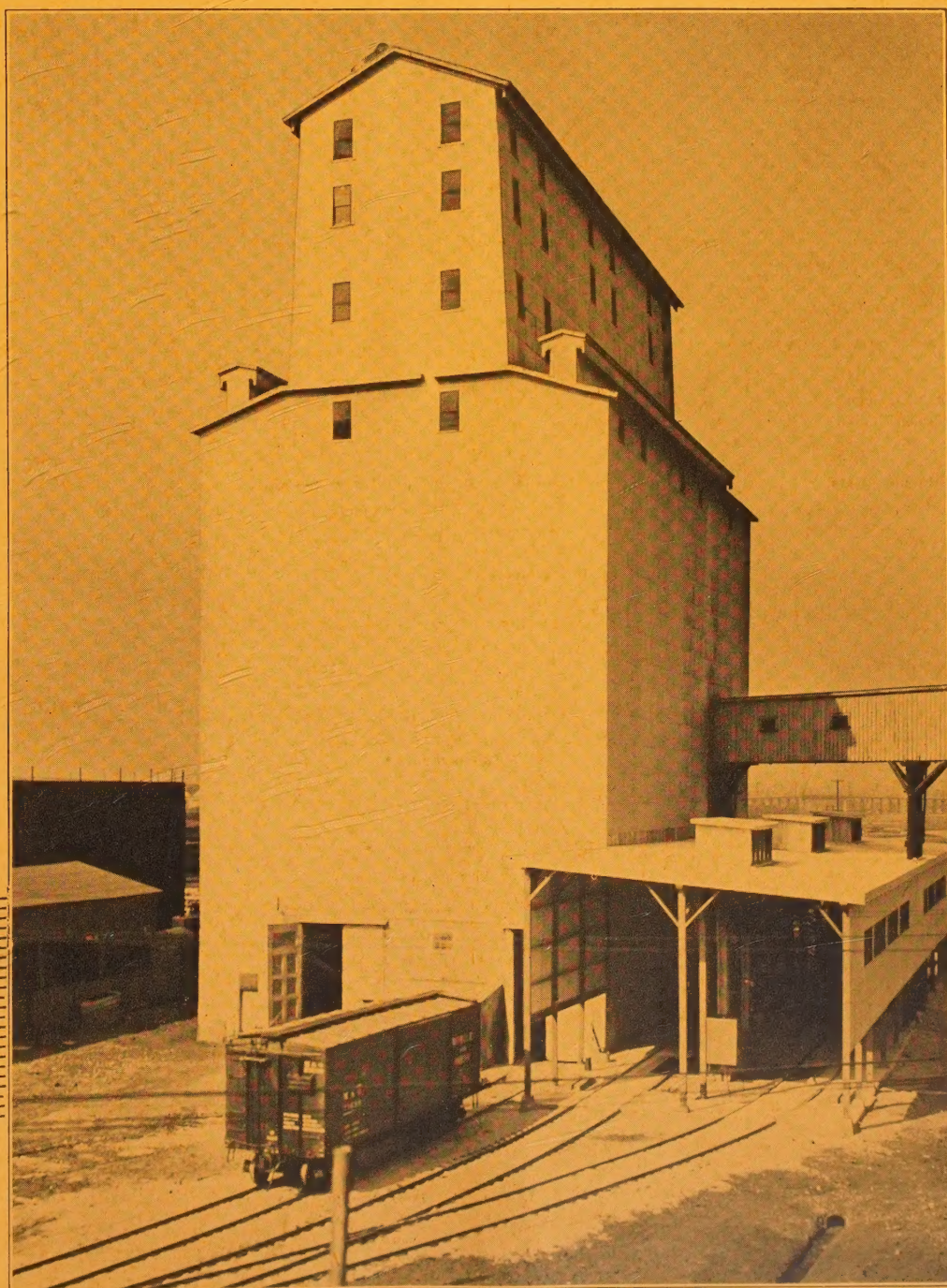


# GRAIN & FEED JOURNALS CONSOLIDATED

*A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter*



The Remodeled Elevator of the M. & O. R. R. at Mobile, Ala.  
[For description see page 481]



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

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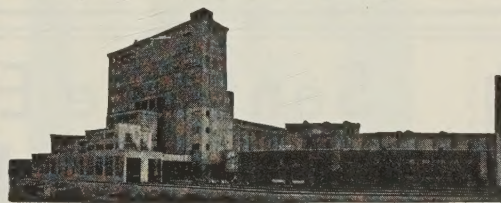
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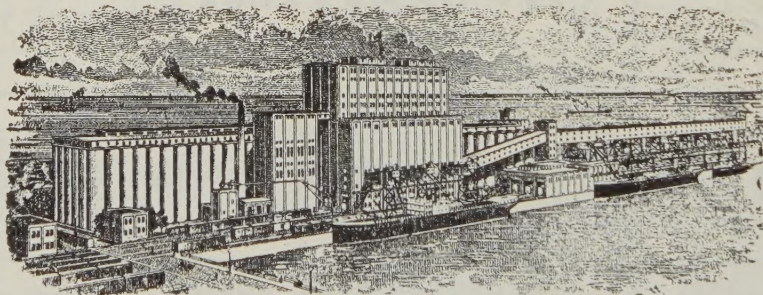
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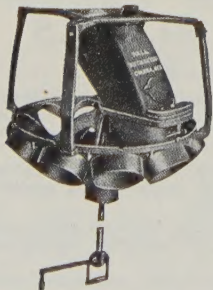
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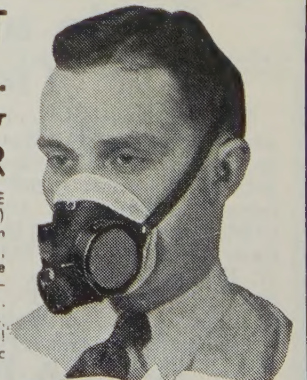
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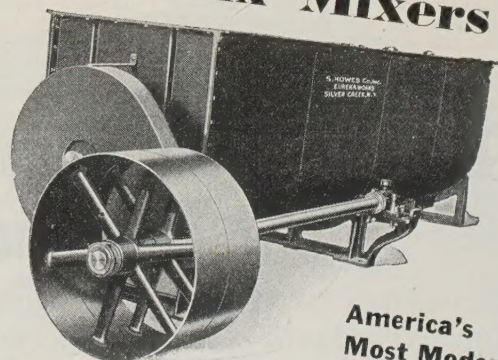
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PING STATION AT MCGIRR, ILL. RES-  
IDENCE, ELEVATORS, ALL BUILD-  
INGS AND MERCHANDISE COMPLETE.  
LOW PRICE FOR QUICK CASH SALE.  
HOLCOMB-DUTTON LUMBER CO.,  
SYCAMORE, ILL.**

**SOUTHERN MICHIGAN**—Elevator located in a good farming community and doing a nice business; elevator capacity, 10,000 bu.; feed mill with Burton feed mixer and Blue Streak hammermill with 40 h.p. motor, direct connected; corn sheller and corn cracker; two large warerooms; coal sheds; office building and equipment with platform scale beside office. Priced right to sell. Address 81V4, Grain & Feed Journals, Chicago.

**SOUTHEAST MISSOURI**—A very modern plant, with all buildings and machinery about 2 years old; very good condition; 9 bins, slatted cribs, seed house, manlift, galvanized iron construction; 20,000 bus. capacity. In one of best grain territories in this section of the state; good office, scales and all other accessories necessary for this business. Business well established and will make good grain man money. Investment about \$14,500. Reason for selling: poor health. Box 515, Malden, Missouri.

## PUBLIC AUCTION SALE BOURBON, IND.

Tuesday, Dec. 20th, 12:30 P. M.  
**GRAIN AND SEED HANDLING EQUIPMENT.** Cleaner, sheller, tractor, grain blower, testers, etc.

**TRUCKS, TRACTOR-TRAILER, AUTOMOBILE.** 2 Internationals, 1 Ford V8 and Trailer all good jobs with big capacity grain beds.

**ELECTRIC MOTORS, SWITCHES, ETC.** 1-5 h.p., 1-2 h.p., 60 cye., 3 ph., 110-220 v. Others smaller; switches, BX, etc.

**OFFICE EQUIPMENT—MISCELLANEOUS** Desks, typewriter, adding machines, binders, Shaw-Walker Steel Safe and Cabinet. Electric Fresh Water Pumping Outfit, complete with motor and tank. 7 ton Hydraulic Jack, tarpaulins, etc.

Terms—\$125.00 under cash. Time payments on balances over this amount.

Write for detailed bill.

**BOURBON GRAIN EXCHANGE, BOURBON,  
INDIANA.**

## ELEVATORS WANTED

**CENTRAL ILLINOIS** elevator wanted, in Bloomington-Decatur territory; want complete details in first letter. Address 81Y12, Grain & Feed Journals, Chicago.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

## ELEVATORS FOR LEASE

**FOR LEASE**—100,000 bu. capacity elevator consisting of six concrete storage tanks and concrete work house. Now in full operation and in excellent condition, with ample transit facilities. Located at Lexington, Ky. Free switching to and from three railroads. Will lease reasonably for ten year period. Elmen-dorf Coal & Feed Co., 325 Henry St., Lexington, Ky.

**STOP! READ! THINK!** One advertiser writes, "Your service brought me 24 replies." We can do the same for you. Don't wait, write now

## SITUATION WANTED

**WANTED**—Position as manager of farmers elevator company; 15 years' experience, grain and all side lines; good record; will come at once for personal interview. Address Box 81Y8, Grain & Feed Journals, Chicago.

## HYBRID CORN

**MONEY** in hybrid corn. Proven hybrids in state performance yield tests, will make money for your customers. Liberal dealer commissions. Write for open territory. DeWall Seed Co., Gibson City, Ill.

## SEEDS FOR SALE

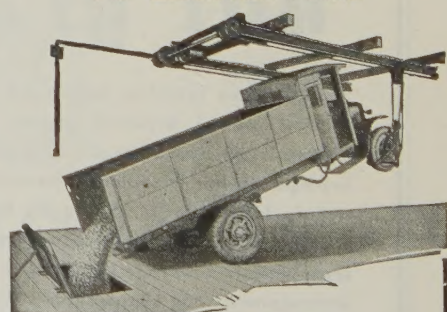
**FARM SEEDS**—Iowa 939 Hybrid seed corn; also open pollinated varieties, six thousand bushels German millet seed, Wisconsin 38 barley; sweet clovers, Hubam, alfalfa; other farm seeds; special price to dealers. Allen Joslin Seed Farm, Holstein, Iowa.

## BUSINESS OPPORTUNITIES

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## McMILLIN TRUCK DUMP

For Electrical Power



A dump that fills all requirements. Capacity from smallest wagon to largest truck. Dumps from any length vehicle into one dump door. By adding extension will dump into any number of doors. Operating connections at each door. Can be installed in almost any driveway. Installation simple and very reasonable. All parts of dump in plain view above driveway floor. Vehicles can be raised to any angle for dumping. Can be stopped and started as desired. Under complete control. All-steel power unit completely assembled. Substantially constructed. No delicate parts. **SPEEDY, SAFE and SIMPLE** in operation.

Address

**L. J. McMILLIN**

525 Board of Trade Bldg., Indianapolis, Indiana

## A Christmas Present for Your Business

that will assist it to avoid the snares and pitfalls of new trade highways. Send it the convictions, suggestions and experiences of your brother grain dealers twice each month by subscribing to

### Grain & Feed Journals Consolidated

332 So. La Salle St., Chicago, Ill.

Gentlemen:—In order that I may profit by the experience of others in the grain trade, please send me the Grain & Feed Journals Consolidated twice each month. Enclosed find Two Dollars to pay for one year.

Name of Firm.....

Capacity of Elevator..... Post Office.....

.....bus. State.....



**MACHINES FOR SALE**

**CORN CUTTER**—Grader—has motor—used very little. 79N12, Grain & Feed Jnls., Chicago.

**FOR SALE**—1—No. 1 S. Howes Corn Scourer—Cheap for cash. Kasco Mills, Inc., Toledo, O.

**FEED MIXER**—one ton—floor level feed—has motor—good as new. Write 79N14, Grain & Feed Journals, Chicago, Ill.

**HAMMER MILL** with 25-h.p. motor and all attachments. Priced to sell. Write 79N13, Grain & Feed Journals, Chicago, Ill.

**FOR SALE**—Feed Mixer, Corn Cutter and Grader, Truck Dump and Sheller, Hammer Mill, Mixer. W. W. Pearson, Reynolds, Ind.

**FEED MIXER** for sale, has motor, and a late machine. Need space. Will sacrifice. Write 79N15, Grain & Feed Journals, Chicago, Ill.

**QUICK BUYER WANTED**—10 Ton 22' Howe Stock and Dump Scale. Fine bargain, \$165. Address 81W9, Grain & Feed Journals, Chicago.

**FOR SALE**—Rebuilt Attrition and Hammer Mills, Mixers, Corn Cutters, Engines, Motors, Etc. Weaver Sales Corp., Corn Exchange, Minneapolis, Minn.

**FOR SALE**—Munson Horizontal Ball Bearing Ear Corn Crusher used only eight months, excellent shape. Address 81V12, Grain & Feed Journals, Chicago.

**SAVE MONEY HERE.**

**ON USED MILL** and Elevator Machinery; Pulleys, Shafting, Clutches, Etc.; Large Stock. Good Ear Corn Elevator; Iron Boot; 6x18" cups, complete except Belt; 25 and 50 bbl. Midgets. Call or see Ernest Stroh, Columbia City, Ind.

**FOR SALE**—1 Clark power shovel, Clipper Cleaners, Kelly Duplex mixers, flour mixers, cement mixers, water wheels, water wheel governors, two & three pair high feed rolls, corn cutters & graders (new). Cob crushers, corn shellers, Jay Bee, Big Chief and (new) Steel King Hammer Mills, motor and belt driven attrition mills, all makes and sizes. ½ bu. Richardson Automatic Scale. Sonander automatic scales. Sizer cuber machines, bag closing machines. A. D. Hughes Co., Wayland, Mich.

**THE WANTED-FOR SALE DEPARTMENT** of GRAIN & FEED JOURNALS is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

**MACHINES WANTED**

**WANTED**—Good used or rebuilt grinder and mixer—direct connected preferred. Wolfe Grain Co., Shipshewana, Ind.

**MOTORS—GENERATORS****ELECTRICAL MACHINERY**

Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors, 25 to 100 H.P., 1200 to 3600 R.P.M. Write for stock list and prices. Expert repair service. V. M. NUSSBAUM & CO., Fort Wayne, Indiana.

**SCALES FOR SALE**

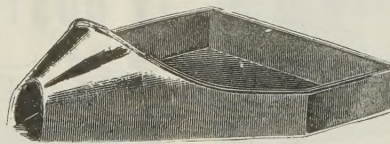
**FOR SALE**—20 ton 20 foot Strait scale with registering beam; completely reconditioned, guaranteed A1. Box 305, Dallas, Texas.

**SAMPLE ENVELOPES**

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches. Have limited supply to sell at \$2.35 per hundred, or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

**ENGINES FOR SALE**

**ANY KIND, ANY SIZE, Any Price engine** which is not in use, and which you wish to sell, will find many ready buyers if advertised in the "Engines For Sale" column of GRAIN & FEED JOURNALS. Try it.

**SAMPLE PANS**

Formed by bending sheet aluminum, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of aluminum will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, 2½x12x16½", \$2.00;  
Seed Size, 1½x9x11", \$1.65, at Chicago.

**GRAIN & FEED JOURNALS**

Consolidated

332 So. La Salle St., Chicago, Ill.

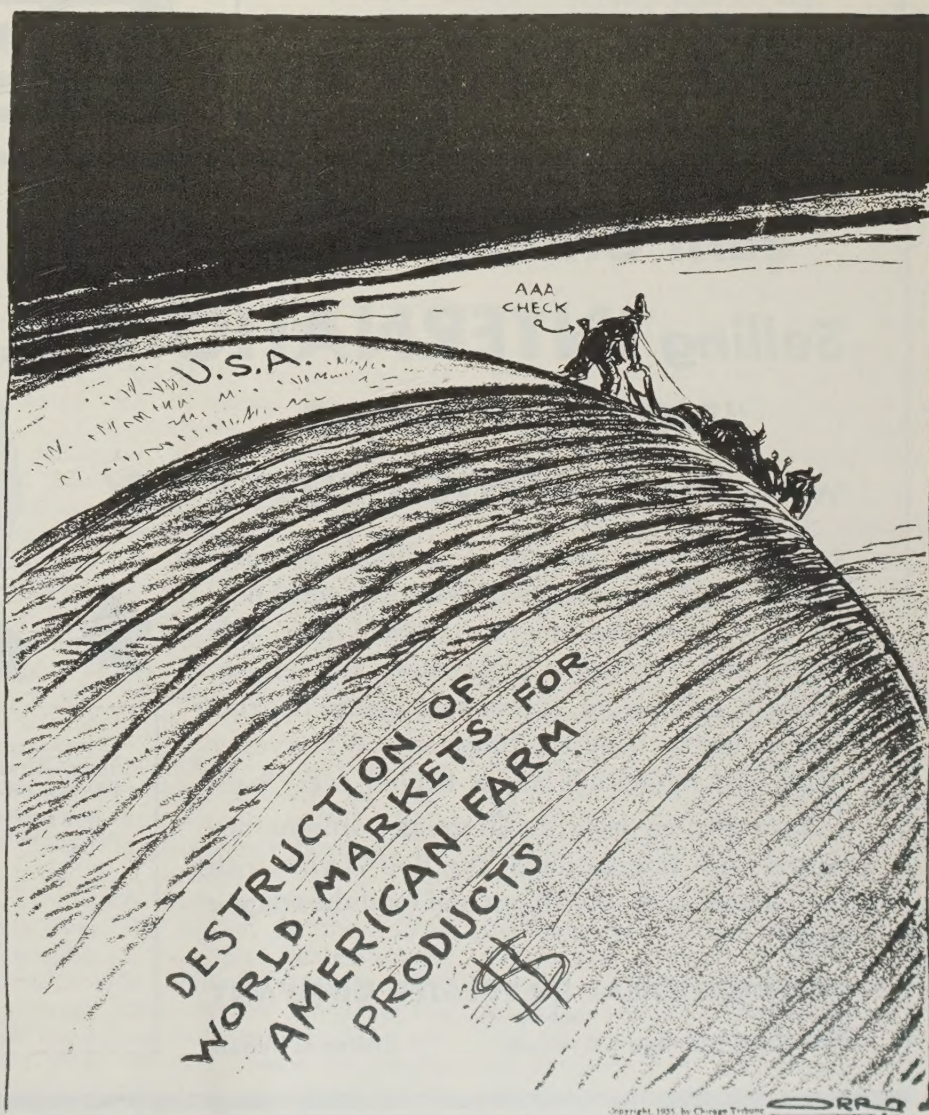
**WHENEVER THERE** is a real opportunity of interest to the grain trade, it is usually registered in the "Wanted—For Sale" columns of the Journal.

**K-R-O**  
KILLS-RATS-ONLY

**THE FASTEST-SELLING RAT EXTERMINATOR  
BECAUSE IT IS NOT A POISON**

K-R-O kills more rats than anything else, and yet it is absolutely harmless to live stock, poultry, dogs and cats. That's why it is the fastest selling exterminator in the country. K-R-O is made from specially imported squill bulbs, oven-dried in our own factory, and always uniform in strength. K-R-O conforms to the requirements of the U. S. Dept. of Agriculture.

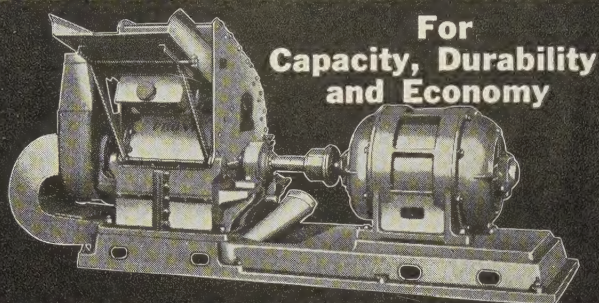
K-R-O is nationally advertised in National, Farm and Poultry publications. It retails for 75c in powder form and for 35c and \$1.00 ready mixed. It offers a generous margin of profit to retailers. Write for prices to the K-R-O Co., Springfield, Ohio.

**What the Farmer Pays for Reducing Acreage**

Copyright, 1935, by Chicago Tribune

Another Way to Help (?) the American Farmer—From Chicago Tribune.



**"JAY BEE"****The World's Standard Grinder****OVER 20,000 IN USE**

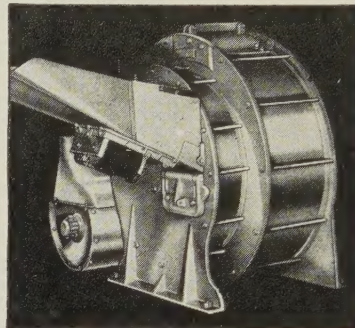
Many new outstanding improvements give "JAY BEE" all-steel hammer mill even greater investment value than heretofore. Grinds everything grindable at lowest cost—lowest maintenance expense—longer life of mill.

The largest firms in the industry use the "JAY BEE." Mills in operation 10 years and more are still giving satisfactory, profitable service. Mfd. by The Bossert Co., Inc., Utica, N. Y., world's largest hammer mill manufacturers.

**MOLASSES MIXERS, BATCH MIXERS, CORN CRACKERS**

Sizes and styles to meet every requirement. Write for detailed description, price, terms, etc.

**J. B. SEDBERRY, Inc.,** Dept. 76, Franklin, Tenn.—Utica, N. Y.  
J. B. Sedberry Co., 817 Exchange Ave., Chicago, Ill. Jay Bee Sales Co., Kansas City, Mo.—395 Broadway, New York—Jackson, Tenn. T. G. Holland, 429 Kathmere Rd., Brookline, Del. Co., Pa.

**VALUE****IT COSTS NO MORE TO OWN A****Blue Streak HAMMER MILL**

Triple Reduction gives you in a single mill, successive stages of cutting, crushing and grinding. Operating at only 1800 R.P.M. permits direct connection to standard motors.

From the standpoint of price, a Blue Streak is competitive. From the standpoint of value, no other mill offers so much. Because of Triple Reduction, it has the highest output per H. P. It offers a grind that wins new customers, and it has a low maintenance cost unequalled anywhere. Before you buy investigate a Blue Streak.

**PRATER PULVERIZER CO.**

1829 S. 55TH AVE., CHICAGO

**PRATER**

## Earn Greater Twine Profit Selling **INTERNATIONAL**

**"BIG BALL" TWINE****with the PATENTED COVER**

• YOU HAVE the backing of satisfied customers when you sell International Twine. Farmers know its value. They know they can depend on it. This high quality twine is guaranteed for length, strength, and weight. It is treated against destruction by insects. And the International Harvester name and reputation stands behind every ball.

Earn greater profit, build greater volume this season with International "Big Ball" Twine with the Patented Cover. Fill out and mail the coupon today.

**INTERNATIONAL HARVESTER COMPANY**

(INCORPORATED)

180 North Michigan Avenue

Chicago, Illinois



INTERNATIONAL HARVESTER COMPANY

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180 North Michigan Avenue,  
Chicago, Illinois

I am interested in selling International Twine. Please send me full details.

(NAME)

(ADDRESS)

(CITY)

(STATE)



# GRAIN & FEED JOURNALS

CONSOLIDATED  
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.  
Charles S. Clark, Manager

A merger of  
**GRAIN DEALERS JOURNAL**  
Established 1898

**AMERICAN ELEVATOR &  
GRAIN TRADE**  
Established 1882

**THE GRAIN WORLD**  
Established 1928

**PRICE CURRENT - GRAIN REPORTER**  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

**SUBSCRIPTION RATES** to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

**THE ADVERTISING** value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. The service is free.

WHEN the administrator of the wage and hour act defines an executive as one to whom an employe comes running when he presses a button, it is time to consider repealing an unwise piece of legislation, passed when Congressmen feared the purge.

**BUYERS** of wheat will be gratified to learn that the federal court at New York has ruled that the National Biscuit Co. need not pay the \$100 a day penalty for 409 days' refusal to give the Federal Trade Commission information about its purchases of wheat. The law does not require answering of specific questions. Now let us do away with reporting to the Commodity Exchange Commission all trading in wheat futures.

**DO YOU** know what it is costing you to do business? Do you make a careful compilation of your overhead expenses annually or monthly? Surely you cannot make an accurate estimate of the percentage of profit needed to meet your overhead if you do not know what it is. Too many country grain buyers attempt to handle grain on a margin so narrow it is quickly wiped out by the fluctuations in the market.

**GRAIN MERCHANTS** who long for relief from 117 different taxes now wantonly wasted by wild spenders as well as the privilege of directing their own business activities will take advantage of every opportunity to communicate with and talk to their representatives in the new Congress which will convene early next month. One emphatic word now should gain a more receptive hearing than a hundred letters after Congress is in session.

**BUTTER MAKERS** are so completely disgusted with the market operations of the F.S.C.C. that the Butter Institute has demanded that the federal government reduce its stock of butter and thereby relieve the market of the uncertain prospect. The government's stocks of wheat and corn will give both growers and handlers something more to worry about. If anyone knows when the governmental agencies will dump their stocks of butter and grain dealers everywhere will be delighted to obtain advance information.

**OVER-BIDDERS** for grain have long exercised disturbing influence on country markets, but as a rule they eventually are forced to discontinue business, because of their inability to obtain fresh capital to assist them in paying more for grain than the market justifies. The bankruptcy of these near-sighted buyers should provide sufficient discouragement to prevent other dealers following the same disastrous trail, but our news columns every month present convincing evidence of the folly of attempting to swell the receipts of any station by paying more for grain than it is worth.

**OVERLOADING** an elevator having a weak foundation or a foundation undermined by rats, can generally be depended upon to collapse. Far-sighted owners recognize that the cost of strengthening the foundation is small, compared with the rebuilding of the house and make needed repairs while it is empty.

**THE RECENT** explosion of dust in an Illinois country elevator put two men in the hospital, again emphasizing the necessity of better house keeping in all grain handling plants if any are to become immune from disastrous explosions. While some country elevators are being equipped with dust collecting equipment, the rank and file has not yet come to a true appreciation of the advantages of removing dust at every point where grain is turned.

**RADIOS** are now becoming the property of so many grain producers, grain buyers everywhere need to install a first class receiving set in order to keep posted on current market prices. Iowa assessors report that last year they found over 140,000 receiving sets on Iowa farms, so it is natural that Iowa grain growers should be well posted on market fluctuations. They will have a decided advantage in dealing with the grain buyer who is not posted.

**COUNTRY GRAIN** buyers who have suffered loss by buying grain covered by landlord's liens will be pleased to note that the Farm Security Administration has reduced the number of tenants on farms of U. S. A. by 1,885 during the first year of the Bankhead-Jones farm tenant law. Should the federal government forbid the operation of any farm by a tenant, the country grain buyer would be relieved of one worry and landlords would no longer try to collect a second time for grain previously sold by their tenants.

**RICHMOND, Mo.**, was the proud possessor of a progressive, enterprising grain and feed grinding plant on the morning of Nov. 20th, but unfortunately, a thoughtless employee was entrusted with cleaning up trash on the windward side of the plant. As soon as he started to burn it, a strong wind carried sparks into the chaff covered floor of the feed mill which quickly resulted in the burning of the entire plant causing a loss of \$75,000 and the jobs for all the employees. So many grain elevators have been sacrificed to the thoughtless burning of weeds and rubbish, it would seem time bonfires were not started on windy days within a block of any important industry. One great difficulty encountered by owners of country elevators is that when fire is fanned by a high wind, the available fire fighting equipment is of little use in extinguishing the flames, so it is extremely hazardous to start burning rubbish on a windy day.

CHICAGO, ILL., DECEMBER 14, 1938

**CHANGING** oil to light winter lubricants will reduce the power needed to operate your machinery and the wear on your bearings.

**INDIANA** dealers who have not hesitated to sell grain to a strange trucker are now the possessors of a choice collection of rubber checks which were returned stamped "Not Sufficient Funds." So many grain dealers have suffered by this shallow trick, it would seem that none would release their property to a trucker without receiving cash in hand.

**GOVERNOR LECHE** of Louisiana long ago said, "If we take care of industry, industry will take care of Louisiana." The people of the state voted to amend the constitution exempting new capital from taxes for ten years and many thousand additional men have been given permanent employment. The taxing authorities of other states are determined to grab all the new capital as soon as produced so most of it goes into hiding.



GRAIN MERCHANTS in the United States will do well to take a leaf out of the book of their brothers in Great Britain, who with characteristic British unwillingness to submit to injustice, have sent a delegation representing the London, Liverpool, Hull, Bristol, Glasgow, Leith and Irish Corn Trade Ass'ns, the National Ass'n of British and Irish Millers, and the National Ass'n of Corn and Agricultural Merchants, to protest against the methods of the government in purchasing wheat security stocks, particularly the purchase of 200,000 tons of Roumanian wheat in a dictatorial manner, when it should have been done thru the regular channels of trade.

### Punishment for Sellers of Grain Covered by a Lien

Chattel mortgages and liens of various kinds have long surrounded the business of the country grain buyer with unnecessary hazards. Active groups have succeeded in inducing state legislatures to enact laws providing for chattel mortgages, landlord's liens, threshermen's liens, merchant's liens, laborer's liens, machinery and seed liens until the average buyer is kept lean by worry from fear that he may be required to pay for unknown liens after the man who delivered the grain to the elevator has disappeared.

If the seller of the grain had stolen it, the laws of most states would brand him a thief and incarcerate him in the nearest jail, but if he sells grain which he knows is covered by one or more liens, the state provides no punishment, although he and everyone else knows that by his misrepresentation of ownership, he is swindling the buyer.

The action of the South Dakota Association, reported elsewhere in this number, in demanding that a law be enacted making it a crime punishable by fine and imprisonment to sell grain which is covered by a lien is a move in the right direction, a move which should be supported and demanded by every grain dealers' association of the land.

The crime committed by the seller of grain covered by a lien is just as much a crime as the selling of stolen grain to which the seller has no valid title. Both sellers are swindlers of the first order and should be punished.

No valid grounds have ever been advanced for trying to make the country grain buyer a collector of bad debts and it should be a very easy matter for the grain dealers' associations to obtain complete relief for their members from this unreasonable responsibility.

While some possessors of grain covered by liens would, no doubt, continue to sell their grain, most grain growers would hesitate to commit a statutory crime when fines and imprisonment confronts them.

### The Government in the Grain Business

When Congress enacted the Agricultural Adjustment Act it placed the government in the position of a possible future owner of wheat and corn. The possibility becomes a certainty when the price of the grains falls below the loan level, as it has on the 1938 crop.

The government, thru the C.C.C., the F.S.C.C. and the R.F.C. does actually own large quantities of wheat and corn at the present time. Under the restrictions limiting the number of farmers who can qualify for eligibility for loans the government is obligated to take only a small part of the wheat and corn crops, so the eligible growers are receiving the loan price and the non-eligible are establishing the current market level by their sales, about 20 cents per bushel below the loan of 57 cents on corn.

In corn government operations have had very little effect market-wise, to date, only a very small fraction of the crop having come under government control. The disposition of even this small quantity is giving the government considerable concern. Of the 47,000,000 bus. pledged two million bushels was taken by the F.S.C.C. for relief, much was bought back by farmers for feed, leaving the government with only about 19,000,000 bus. on hand.

The sale and distribution of the government owned corn can have a very disturbing effect on the market, already well supplied with free corn. The corn may be shelled and shipped to terminal markets if not sold to local feeders at 20 cents below the loan, in competition with free corn.

This price boosting practice of the government may fill the farmers who ignored the acreage restrictions with regret (at least 20 cents worth), but it is an extravagant price for punishing the so-called non-cooperators.

In wheat the situation is more complicated, as the varying subsidy on exports of wheat and flour has driven the price abroad down to a level where American exporters can not sell without dealing with the government. The exporters of wheat are out of the market except to the extent that they may accumulate stocks and hedge them in the futures market. They sell abroad only by leave of the government, and the subsidy was withdrawn for a few days while the representative of the government was in England to sell 20,000,000 bus., an amount later increased by 5,000,000 bus. To make this sale the government had to "sell the American miller down the river" by promising the British millers not to subsidize exports of flour to England.

It is in the Pacific Northwest that the government loan has been most effective in preventing the movement of wheat

from country warehouses to market. Warehouses everywhere are filled. Nothing can be done about it until the loan matures, when the growers must elect to exercise their option to dump their holdings on the government; and until that time the government has no control. The wheat must remain in the country except for small subsidized sales of wheat and flour.

The entry of the government into the grain business has thus far not been a source of satisfaction to the authors of the farm act. The disappointment of the farmers has relegated two of the sponsors to private life. The tobacco growers in the recent referendum voted against marketing control; and the cotton planters embraced it only because they do not yet understand what will be the eventual disastrous outcome.

### Investors Remain Out of Futures Markets

The shrinkage in the volume of trading in grains on the future markets of Chicago, Minneapolis, Kansas City and Duluth from 1,136,986,000 bus. during November, 1937, to 507,816,000 bus. during November, 1938, must have some substantial reason behind it.

The falling off in trade was greatest in wheat, and on the Chicago Board, from 780,376,000 bus. in November a year ago to 259,618,000 bus. in November, 1938. It is significant that trading in oats, not suffering from government interference, decreased much less, from 25,530,000 bus. in November, 1937, to 20,768,000 bus. in November, 1938, on the Chicago Board and Minneapolis Chamber of Commerce, leading oats markets.

Another market not suffering from government interference is that in flaxseed, where the volume of trading during the crop year increased from 8,362,000 bus. in 1936-37 to 14,036,000 bus. in 1937-38 on the Minneapolis Chamber of Commerce and Duluth Board of Trade. The investment in futures held the price up at \$2.07, compared with \$2.14 the average for No. 1 flaxseed at Minneapolis during the crop year 1936-37, altho the 1937-38 crop was larger, 6,974,000 bus. against 5,273,000 bus.

It must be obvious that investors are remaining out of the wheat futures market because the present price level is artificial, made such by government buying under loans and by subsidizing of exports. Investors fear that the price may drop and leave them with a heavy loss if the subsidy of 20 cents per bushel were withdrawn. No such fear is deterring investors in oats, flaxseed or soybeans, and as a consequence their prices are more remunerative to farmers. It is easy to measure the beneficial (?) influence of the C.E.A. for the grain producers.



## Mobile's Improved Elevator

In the days of small capacity box cars, the Mobile & Ohio R. R., which starts at St. Louis, Mo., and ends at Mobile, the only gulf port of the state of Alabama, erected what in that day was a large iron clad terminal elevator. The export shipments of grain through it during many seasons since has more than justified the investment. Last year over twelve million bushels of grain were exported by the Continental Grain Company through this elevator. Naturally, this unusual spurt of business prompted the railroad company to overhaul, remodel, and rejuvenate the frame elevator erected many years ago.

The receiving facilities have been enlarged by erecting a track shed adjoining the elevator on one side and installing two outside tracks with three receiving pits under each track so that henceforth, grain can be received continuously by three legs without interfering with the operation of the new 12,000 bushel shipping leg. The receiving sinks of the old house under two tracks running through the first story were so close together that only two cars could be unloaded at the same time. One of the three receiving legs has now been moved farther from the middle leg and a 12,000 bushel shipping leg installed in the place formerly occupied by this receiving leg, so that henceforth the operator will be able to receive grain from three pits and ship grain at the same time.

Each of the three receiving belts carries grain from a pit under each of the two tracks to the boot of a receiving leg. A drip shed over receiving tracks insures all grain draining from cars before they are spotted for unloading. A new car puller of improved design was installed to expedite the movement of empty cars from the receiving pits to the storage yards.

The cramped location of the tracks and elevator combined with the waterlogged soil presented a real problem, but water-proof pits, although shallow, permit the receiving of grain from three cars at a time without interfering in any way with the shipping of grain. The three new receiving conveyors are operated by two 5 and one 7½ h.p. motors.

The siding of the track shed extends down to within eight feet of the ground so as to permit dust laden air to pass out.

A new conveyor has been installed on the first floor so as to facilitate the transfer of grain from all bins through fixed spouting to the boot of the new shipping leg, so that grain can be shipped through to cars or via conveyor gallery to ocean going vessels at the dock without, in any way, interfering with the receiving operations. A 15 h.p. motor operates the conveyor carrying grain from bins to the shipping leg. The shipping conveyor carrying grain to the loading dock is operated by a 75 h.p. motor. Four of the old motors were used and six new ones of improved dust-proof design were installed, in addition to one 60 h.p. motor with geared head drive through roller chain to head pulley shaft. The new car puller which expedites the removal of empty cars is of 25 h.p. capacity.

A new 1,200 bushel garner and a 1,200 bushel Fairbanks hopper scale with full capacity beam were installed to facilitate the loading of boats at the dock.

The cleaning facilities of the elevator have been greatly improved by cutting seven bins across horizontally so as to make room for a 14 foot cleaner story half way up the storage bins. In this cleaner story is an oat clipper and a cleaner which is served by two bins above and two below so that a supply of grain can be

provided for their continuous operation without elevation.

In the drier house adjoining the elevator is a Hess drier which is equipped with a bin above and one below. A twenty-four inch screw conveyor carries grain from any of the scales to a drier bin. A small drier leg elevates grain to belt conveyor on bin floor which delivers the dried grain to any of two rows of bins on the west side of the house. Twenty-four other bins facilitate the handling of different kinds and grades of grain.

All spouting and leg casings are of heavy steel. All machinery for the new leg and conveyors as well as the spouting and steel leg casings are new. The latest improved electric signal system between track shed and scale beams facilitates communication between the track shed foreman and the deputy weighman.

The old boiler house was moved 100 feet from the elevator, but it still is equipped to supply steam to the drier.

With the new shipping leg and improved handling facilities throughout the plant, this only elevator on Mobile Bay can handle twice as much grain as before. Edwin Ahlskog was the designer and contractor who did the remodeling.

**There will be no more McGill-Pope bills** before congress, as the voters reduced this pair from the band-wagon of Wallace's over-production theories that has been reversely affecting farmers to a revolting stage by heralding to the world production that they could not find on their parts of the map. Wheat farmers don't play that way.—Smith-McLinden Grain Co.

**Subsidizing** of exports of flour to Great Britain will be discontinued by the A. A. A. it was announced Dec. 2 by the U. S. D. A., as a concession to British millers who bought 20,000,000 bus. of wheat. This will be bad news for millers of the United States, who already suffered discrimination when the United Kingdom took the 6-cents per bushel duty off wheat, and let the duty on flour remain. With the duty, and deprived of the subsidy of 75 cents to \$1 per barrel, the millers of the United States will be unable to get a single barrel of flour into the United Kingdom, which several years ago was their best foreign market.

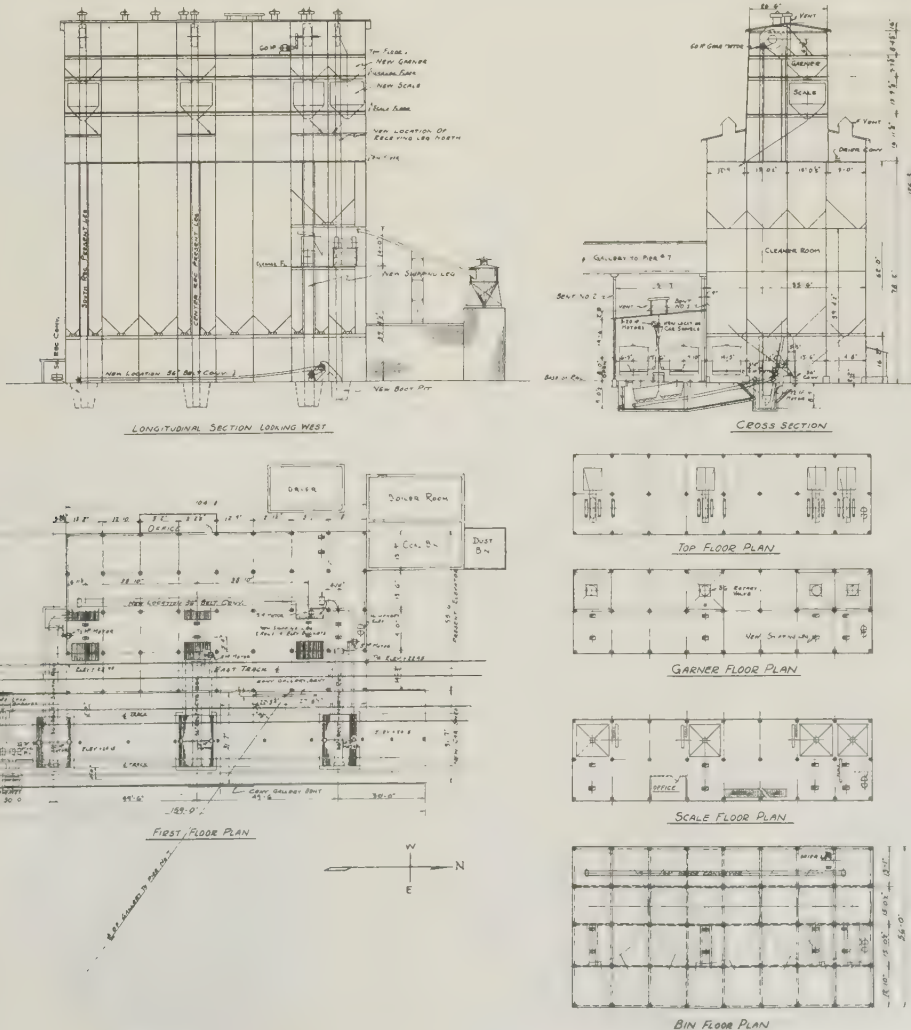
## Demurrage and Reconsignment

The National Industrial Traffic League held its annual meeting at New York Nov. 17 and 18.

W. A. Moore, chairman of the com'te on car demurrage and storage, reported on demurrage rule 2-B-1 (a) on cars of grain, seeds, held for inspection, submitting to the League a railroad proposal allowing 48 hours to load and 48 hours to unload intraplant switch cars, excluding consideration of the average agreement which permitted the application of up to four credits in addition to the 48 hours free time period. It was voted to refer the matter back to the com'te.

The report of the diversion and reconsignment com'te opposing a railroad proposal that on shipments diverted or reconsigned the thru rate shall be the rate (a) from point of origin to destination, (b) from point of origin to point of diversion or reconsignment, (c) from point of diversion or reconsignment to final destination, was approved.

The directors elected H. J. Wagner chairman. The members of the executive com'te elected are: R. C. Fulbright, W. P. Libby, H. D. Rhodehouse, J. W. Bingham, H. J. Wagner, F. J. Dowd, Chas. R. Seal, Clare B. Tefft, J. P. Haynes, A. J. Sevin, E. A. Jack, R. A. Stiegler, L. Z. Whitbeck, T. C. Burwell, F. A. Doebber, F. B. Townsend, W. L. Guy, J. S. Marvin and A. C. Schier. W. H. Day was re-elected chairman.



Elevation and Floor Plans of M. & O. Elevator at Mobile, Ala.  
[See outside front cover]



## Asked—Answered

[Readers desiring trade information should send query for free publication here. The experience of brother dealers is most helpful. Replies to queries are solicited.]

### Intrastate Exemption Under Wage and Hour Law?

*Grain & Feed Journals:* We note in the Journal an interpretation by Administrator Andrews of the Wage and Hour law that the regulation of wages and hours does not apply unless the business transacted is more than 50 per cent interstate. Will the law protect a firm abiding by this interpretation?—Auburn Roller Mills, Auburn, Ky.

**Ans.:** The fact that the administrator has made such a ruling will be a good defense, until the ruling is changed or upset by the courts.

### Change in Loading Point?

*Grain & Feed Journals:* Will you kindly advise the rules governing the delivery of soy beans on the following contract:

"We confirm	Purchase
Quantity	2-60 cars
Price	78c per bu.
Time of shipment	Oct.-Nov., 1938
Routing	C. B. & Q.
Commodity	Soybeans
Quality	No. 2 Yel.
Basis	Chicago
Ship to Soy Bean Mills, * * * *, Iowa	
Other Conditions, Draw thru * * * * Nat'l Bank."	

It was our original intention to purchase these beans in this vicinity, but if they are purchased in Chicago instead, how will it affect this contract?—Iowa Shipper.

**Ans.:** Technically, if his elevator burned down, the shipper could buy soybeans in Chicago and tender on contract.

"Basis" was intended to cover freight rate level, buyer having privilege of designating billing, which would be to \* \* \* \* from expected loading at shipper's station.

In this case the seller should not ship from Chicago without first taking up the matter with buyer. It would be unfair. There are no rules governing this change of loading point.

### The Unfair 68-lb. Ear Corn Laws

*Grain & Feed Journals:* We buy ear corn on the basis of 72 lbs. to the bushel because it now takes that many pounds of the present crop to shell out 56 lbs. Today one of our big farmers objected because Ohio statutes specify that after Dec. 1st each year 68 lbs. of ear corn shall constitute a bushel. Is he right? Must we pay for more corn than we receive? We have made shelling tests of some of the machine picked corn and find that altho we took 75 lbs. for a bushel we did not always get 56 lbs. of shelled corn. We have no use for the cobs and husks and get nothing for them. If farmer sued us for settlement on the basis of 68 lbs. must we pay him for the other four pounds on each bushel delivered?—Buckeye Buyer.

**Ans.:** The 68-lb. ear corn law on the statutes of Ohio, Indiana and Michigan is unfair and unreasonable because of the wide variation in the shelling tests of different crops and different offerings. Some crops of corn contain so much moisture 68 lbs. of ear corn would not shell out 56 lbs. until after July 1 of the following year.

The 68-lb. law encourages farmers to gather more husks and stalks than is necessary, and the machine pickers gather so much stalks and husks buyers of some sections are taking 80 lbs. for a bushel.

Many regular buyers of Ohio and Indiana refuse to buy ear corn at any time except by the hundred weight, then they adjust their price to the shelling results.

Shippers must deliver 56 lbs. of shelled corn for a bushel in every central market, so they are bound to suffer heavy losses if they accept 50 or 52 lbs. for a bushel at their station.

The standard weight of a bushel of shelled corn in interstate commerce has long been 56 lbs. and we doubt the constitutionality of any state law which helps the growers of corn to

short change country buyers. The very fact that many buyers change the weight taken for a bushel of ear corn, as the crop dries out, so as to obtain 56 lbs. of shelled corn and without protest by the sellers proves the fairness of the practice.

### Registering Trade-Mark?

*Grain & Feed Journals:* What is the approximate cost of registering the trade-mark (Mac-o-chee) for our feeds with the Patent Office?—Craigs Coal Yard & Elevator, West Liberty, O.

**Ans.:** The Patent Office fee is \$15. Regular attorneys handling patent office trade mark registrations make a charge of \$57.50 which includes the \$15 fee, cost of preparing drawing, etc., and all expenses.

The patent office advises applicants to employ competent attorneys in all trade-mark matters. There are technicalities to be observed in furnishing 5 facsimiles of the mark, pen drawing of the mark, petition and statement, and declaration.

### Exemption from Wage and Hour Law?

*Grain & Feed Journals:* I understand that employees of country elevators do not come under the new wage and hour law because they "handle farm produce derived from farms in the immediate vicinity of the elevator."

Is this still true if the produce or grain is purchased by a country elevator which is a branch of a mill located in some other city where the mill comes under the wage and hour law, the grain in this case being purchased direct from the farmers and held for future processing at the mill?—L. S.

**Ans.:** To understand the application of this law one must bear in mind it is not the ownership of the plant or the character of the business as much as the kind of work the individual employee is doing that determines the exemption from or application of the wage and hour law to that individual. An industry or a business does not come under the law, as such.

Regardless of what the employer may be doing 5, 50 or 500 miles distant, or what becomes of the grain after it is shipped out the employee in the local country elevator handling grain received from farms is exempt. The administrator admits the exemption if the grain comes from the immediate vicinity; but the law itself which is superior to administrative opinion permits a construction that would exempt the elevator workman handling grain direct from the farm even if trucked in from a distance of 5 or 50 miles, the term "area of production" used in the law not having a mileage limit.

### A. C. Gale Passes On

Albert C. (Allie) Gale, formerly of Gale Brothers Co., Cincinnati, O., and for many years a prominent figure in the eastern and southern grain trade, passed away in a hospital in St. Augustine, Fla., Nov. 21. For several years he had suffered with diabetes, and later became totally blind. Recently gangrene set in necessitating amputation of one leg.

Ill health had kept Mr. Gale in retirement of late years, but when the south constituted a great market for the corn and oats raised on middle western prairies, he was a prominent figure in the grain trade at Cincinnati. Mr. Gale served as a director of the Cincinnati Chamber of Commerce in 1902-03.

Mr. Gale and his brothers were prominent in ass'n circles. Mr. Gale served as chairman of the finance com'tee when the Grain Dealers National Ass'n held its annual convention in Cincinnati in 1908. Mr. Gale was a man who made fast friendships that lasted thru the years. Surviving him is his widow, now living with her son, at Miami, Fla.

### Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Jan. 16, 17.—Northwest Retail Feed Ass'n, Saulbaugh Hotel, Mankato, Minn.

Jan. 20. Farm Seed Group, Palmer House, Chicago, Ill.

Jan. 23, 24. Indiana Grain Dealers Ass'n, Columbia Club, Indianapolis, Ind.

Jan. 24, 25, 26. Farmers Grain Dealers Ass'n of Iowa, Savary Hotel, Des Moines, Ia.

Feb. 7, 8, 9. Farmers Grain Dealers Ass'n of North Dakota, Devils Lake, N. D.

Feb. 21, 22, 23. Minnesota Farmers Elevator Ass'n, Hotel West, Minneapolis, Minn.

Apr. 2, 3, 4, 5. Society of Grain Elevator Superintendents of North America, Milwaukee, Wis.

May 25. Missouri Grain, Feed & Millers Ass'n, The Elms Hotel, Excelsior Springs, Mo.

June 12, 13. American Feed Mfrs. Ass'n, Saranac Inn, Saranac Lake, N. Y.

June 12, 13, 14, 15. American Seed Trade Ass'n, Fairmont Hotel, San Francisco, Cal.

June 18, 19, 20. Ohio Grain, Mill and Feed Dealers Ass'n, Commodore Perry Hotel, Toledo, O.

### Government Contracts Space for Wheat Insurance Reserve

Space in 57 bonded warehouses has been contracted by the Federal Crop Insurance Corporation for storing its reserve of winter wheat, Leroy K. Smith, acting manager, announced Dec. 5. These 57 warehouses give the Corporation storage in ten states. The warehouses contracted have a total capacity of approximately 44,000,000 bus, but space for only about 8,000,000 bus has been contracted.

Additional contracts will be negotiated for storage space in other warehouses strategically located with reference to the spring wheat crops which are, or will be, insured. In these storage facilities a reserve will be kept representing all premium payments received by the Corporation.

"These storage facilities," Mr. Smith pointed out, "allow the Corporation to keep its insurance reserve for the winter wheat states reasonably near to the producing areas where the wheat will have to be paid out."

Under the all-risk crop insurance, this wheat reserve is accumulated as growers pay in their premiums. The reserve can be reduced only as the wheat is paid out for the purpose of meeting losses of the insured growers.

As of Dec. 1, the Corporation had accumulated 3,069,451 bus in premiums.

Secretary Wallace does not mind selling wheat and flour abroad at a heavy loss as U. S. taxpayers will foot the bill.



A. C. Gale, Cincinnati, O., Deceased



# Truck Control Bills Prepared For Legislatures

Middle western states, and community tradesmen, troubled with chaotic trade conditions brought about by itinerant truckers, are having truck control bills prepared for their January legislative openings, designed to set standards for the truck operators generally, and to change the itinerant gypsy trader into a responsible tradesman.

Nebraska is the only one of the states that now has an itinerant truckers' law. Little fault is found with the law itself, but Nebraska tradesmen are seeking more strict enforcement of its provisions.

Bills for presentation at the January legislative openings have been prepared and are being publicized now in Illinois, Iowa and Minnesota.

THE ILLINOIS bill rises from two years of public hearings by the Illinois Motor Vehicle Laws Commission, headed by Senator Louis J. Menges. According to Senator Menges, the new bill recognizes that public roads should be kept open to free enterprise, but it seeks to establish rules essential to public safety and protection.

The Illinois bill sets up three general classifications, the private carrier, the contract carrier, and the common carrier, and subdivides the latter classification under four headings, as Chicago Local Cartage, Local Carrier, Line Haul, and Merchant Carrier.

The private carrier is designated as a vehicle not for hire, operated by its owner in conjunction with some other pursuit to which the hauling is only incidental. Regulations for this classification include carrying of liability insurance, twice a year inspection of truck for safety, a maximum of 12 hours behind the wheel for any one driver in 24 hours, free permits, and painting of the owner's name, address and permit number on the sides of the truck.

The same regulations would apply to the truck operators in other classifications, with additional regulations covering their activities. The rules for local carrier service, for example, require carrying cargo insurance or establishing proof of ability to pay losses, and posting of an indemnity bond to guarantee remittances on C.O.D. collections, or posting other proof of ability to pay.

"Merchant Carrier" is the designation given the gypsy trucker. The Illinois bill proposes that he be required to use quadruplicate bills of sale, that these bills be signed by both the buyer and seller of the trucker's load, and that the trucker be required to send copies of these bills of sale to the state control board on request, where they would be subject to verification, and where they would be helpful to the state department of finance in collection of applicable occupational taxes on the trader's deals.

Granting of a permit to the gypsy in Illinois would be free, according to this bill, but it would be contingent not only upon the trucker getting the proper license to cover the loads he carries, but also upon a showing of prescribed insurance and safety qualifications. The empty weight of the vehicle as well as the permit number would be required to be painted on the side of the vehicle so that state police could easily check loads and determine whether the proper license plates were in use by the itinerant.

THE BILL being offered in Iowa was originally framed by the Associated Producers & Distributors of Kansas City, which embraces 90 organizations of producers and distributors of agricultural products and farm supplies. Its purpose, too, is to attach responsibility to the gypsy peddler whose only investment is in the truck he operates, and whose only known address is "somewhere on the road." According

to Ron Kennedy, sec'y of the Western Grain & Feed Dealers Ass'n, who explained its features to five district meetings of grain dealers in Iowa early this month, this bill will define "itinerant merchants" as truckmen in trade, but operating without an established place of business, and will require them to post a \$1,000 bond, and pay a moderate license fee in a manner which will make them "catchable" and punishable when they attempt to evade their responsibilities.

MINNESOTA'S proposed truck control bill seeks to "define, regulate and license itinerant merchants and the business conducted by them."

The bill is careful to define the words "itinerant merchant" to mean the common conception of the gypsy trader, and requires detailed information about the vehicle and its owners for a license that costs the itinerant a \$50 application fee, plus a \$50 license fee.

The requirements for a license include a liability insurance policy or bond conditioned to pay up to \$10,000 for personal injury or death to one individual, and up to \$20,000 for personal injuries or deaths in any single accident, and up to \$5,000 property damage; also a \$2,500 integrity bond.

The Minnesota bill would authorize arresting officers to take custody of motor vehicles operated in violation of the Act; it provides for injunctions against violators, or itinerant merchants who threaten to violate the Act, and makes violation a misdemeanor punishable by a \$100 fine and 90 days in jail, plus revocation of license, and disqualification of application for another license by the violator for a period of two years.

THESE are the forerunners of bills that will be offered in the legislatures of middle states this year in an effort to curb, and control, but most of all to make responsible, the itinerant gypsy trader whose sharp practices have cost tradesmen and farmers large sums of money, and whose rubber checks are still bouncing all over the country.

## Change in Credits for Farm Practices

In formulating the agricultural program for 1939, the AAA made several changes in crop classifications. One provides that on any farm for which a wheat acreage allotment is established any acreage planted to wheat, except that planted in mixtures, will be charged against the wheat acreage allotment and be classified as soil-depleting unless some other use of the land is made before Dec. 15, 1938. Formerly wheat used for certain purposes could be exempted from the soil-depleting classification. The strict classification of all wheat will simplify the compliance work of the program.

Acreage planted to oats, barley, or rye will not be classified as soil-depleting if these crops are used for a nurse crop for legumes or perennial grasses provided the grain crop is cut for hay and a good stand of the legumes or grasses is established in 1939.

Acreage of flax will not be classified as soil-depleting if flax is used as a nurse crop or if the flax acreage is matched with an acreage of soil-conserving crops seeded alone provided a good stand of the conserving crop is established.

The new flaxseed classification is objected to by a leading linseed oil company on account of the provision if "a good stand of the conserving crop is established," being of the opinion that this penalizes the farmer unfairly for a crop failure.

## Arson Charge Dismissed

A preliminary hearing in the case of Raymond T. Hirsch, Tripp, South Dakota, who was arrested on a charge of arson and burning to defraud, was held at Olivet, S. D., on Nov. 25, 1938.

Raymond T. Hirsch is the Secretary of the Midwest Realty Company and the elevator which was owned by that company was destroyed by fire on the early morning of Aug. 6, 1938.

Following the hearing of Nov. 25th, the court decided there was no proof of corpus delicti and the case was dismissed.

## Wages and Hours Law Increases Farmers' Costs

BY F. K. H.

Fred Brenckman of the National Grange says, the Grange asked for amendments to the wages and hours bill. "Its exemption of agriculture is more imaginary than real. Bill can not fail to increase the cost of industrial production. It contains no provisions for placing farm prices on a parity with those of industry, thereby destroying any possibility of achieving price parity as between agriculture and industry, and making it increasingly difficult for those two groups to exchange their products on a fair and equitable basis."

The \$100 a day penalty for not furnishing data demanded by the Federal Trade Commission will not be paid by the National Biscuit Co. Rather than disclose the names of its customers the biscuit company took a chance on having to pay the penalty, which for the 409 days of refusal amounted \$40,900. Recently Judge John M. Woolsey in the federal court at New York ruled that the penalty clause in the law referred to the filing of annual and special reports and not to answering specific questions, as in this questionnaire.

## Washington News

Commodity Credit Corporation has announced that "Advices of Wheat Loans" received by it thru Dec. 1, 1938, showed loans disbursed by the Corporation and held by lending agencies on 50,590,711 bus. of wheat, aggregating \$29,916,186.10, averaging .5913 cents per bushel.

The C.C.C. announced that it had, thru Dec. 9, lent \$32,200,738 on 54,635,514 bus. of wheat. This is an increase of 4,046,000 bus. in the amount of wheat put under loan since Dec. 2. The number of bus. on which loans were made, by states, included Kansas, 6,092,984; Missouri, 75,446; Nebraska, 3,116,510; Oklahoma, 3,991,951.

Washington, D. C. -The F. C. I. C. Nov. 30 reported the results of a conference with five farmers, who said as a result of prior crop losses many growers are without wheat or cash, and are unable to obtain credit for the payment of premiums. Our studies here show the need for a comprehensive source of credit for the specific purpose of financing crop insurance premiums.

Washington, D. C. -A 1939 rice marketing quota of 11,974,000 barrels has been proclaimed by Sec'y of Agriculture Henry A. Wallace, the A. A. A. announced. If approved in the referendum Dec. 10 by two-thirds of the rice producers voting, the quota will be effective for the marketing year beginning Aug. 1, 1939. The Secretary also announced a national rice acreage allotment of 862,000 acres. The rice marketing quota proclamation is the third to be made for a 1939 crop. The cotton and the flue-cured tobacco marketing quota proclamations have already been made.



## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. Dealers having anything to say of interest to members of the grain trade are urged to send it to the Journals for publication.]

### Who Pays Demurrage on Appeals?

*Grain & Feed Journals:* It is worthy of mention that while practically every market in the country is favored with tariff provisions that allow adequate free time on carloads of grain for calling appeals, following regular inspections, Chicago is an exception.

B. T. Jones, Freight Tariff No. 4-L, effective June 1, 1931, naming car demurrage rules and charges, specifies under "Free Time Allowed," on page 18: "When cars are held in transit and placed for inspection or grading, including reconsignment or other disposition orders. At stations where grain and hay must be inspected or graded, the consignee agreeing with the carrier in writing for file at the station, to accept the bulletining of the cars as due and adequate notice of arrival, the bulletins must be posted by 9:00 a. m. of each day, showing the previous twenty-four (24) hours' receipts, and the free time (twenty-four hours) is to be calculated from the first 7:00 a. m. thereafter."

Please note that according to the foregoing quotation, free time for inspection service constitutes virtually two days in markets where cars are regularly bulletined by 9 a. m., because 24 hours of free time on cars bulletined by 9 a. m. does not start until the following 7 a. m.

But there is a whole series of exceptions, the worst of these at Chicago. The exception (page 19) reads: "Exception No. 1: At Chicago, Ill.: On all grain held in transit, subject to Federal or State inspection . . . free time for disposition will expire at 6:00 p. m. of the day that inspection is reported by the inspection authorities on or before 11:00 a. m. No additional free time will be allowed for reinspection or appeal. The bulletin form of notice may be used in lieu of written notice of arrival to the consignee." This exception applies to soybeans as well as grain. Note now that free time ex-

pires at 6 p. m. of the same day that inspection authorities report inspection before 11 a. m.

The federal supervisors' office necessarily has a cut-off time at 1:30 p. m. for the calling of appeal grades, in order to allow time for its samplers to obtain appeal samples of the grain in cars on which appeal requests have been filed. Appeals called after that time are held over until the next morning.

The rules of the supervisory service permit an appeal to be called "within two business days" after the state inspection on which an appeal is sought. Consequently an appeal called at 3 p. m., for example, would fall within the time limit for calling an appeal grade. But if an appeal is so called, the sample must be taken the following morning. Meanwhile the exception to "free time" which is effected by the railroads at Chicago requires that the car be billed out by 6 p. m. of the same day, or else pay demurrage.

It is a known fact that shippers to the Chicago market are frequently billed for demurrage in order to have their car held over for an appeal. Or they have suffered from lack of an appeal because the car was billed out to save demurrage, and was not available for inspection the following morning. When it did become available at some industry four or five days later, the grain had suffered deterioration, and an appeal could not be made unless the car was again inspected.

Anyway it can be figured the shipper is behind the eight ball on appeals called after 1:30 p. m. of the day the inspection is made. If the car is billed out to save demurrage, he oftener than not fails to get an appeal grade; if the car is held he must pay demurrage of \$2.20 and a reconsigning charge of \$2.97, total \$5.17.

It seems to me that the railroads are getting away with something here that deserves a vigorous protest from every country shipper interested. Certainly it would appear that if an

appeal is called before expiration of the "free time," then the car involved is again open to inspection, and is entitled to another 24 hours for inspection service.

I would like to hear what other shippers have to say about this situation.—Illinois Shipper.

### Market Value Depressed by Sealed Surplus

*Grain & Feed Journals:* Farmers are sitting tight on the corn. Sealing of the 1938 corn crop is the principal topic of conversation. Those who can use the money, as well as those who do not need it, are looking to this outlet of selling the corn to the government. Every precaution is being taken to have corn cribbed to meet with the sealing requirements.

So long as large supplies are being piled up in the reserves "hanging over the market," buyers are not much concerned about their future supplies. A continued accumulation of big surpluses will not help to bring about a higher price level. The sooner big surpluses are removed, the quicker a fair relationship between agricultural and non-agricultural commodity prices can be established.—Baldwin Elevator Co., Decatur, Ill.

### RRs Abandoning Unprofitable Lines

*Grain & Feed Journals:* We have an epidemic of "railroad abandonment" in progress in this community, on a much larger scale than during any previous period. The Rock Island R. R. asks permission to abandon the branch line from Bennett, Iowa, to Shafton, Ia., also the line from Elmira Junction, Ia., to Bennett, Iowa.

There is not only a possibility, but a probability of the abandonment of the Milwaukee branch from Davenport, Ia., to Toronto, Ia., in the next year, due to the lack of business sufficient to pay expenses. These stations on this branch have failed to meet expenses for the past five years or more, according to the yearly balance sheets submitted by the Milwaukee last winter, when the three-mile branch line, from Eldridge, Ia., to this station, was abandoned.

When the hearing on the Long Grove branch abandonment was held, not a whisper was heard in protest from any of the surrounding towns. They in truth "laughed up

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for May delivery at the following markets for the past three weeks have been as follows:

	Option		Wheat																	
	High	Low	Nov. 23	Nov. 25	Nov. 26	Nov. 28	Nov. 29	Nov. 30	Dec. 1	Dec. 2	Dec. 3	Dec. 5	Dec. 6	Dec. 7	Dec. 8	Dec. 9	Dec. 10	Dec. 12	Dec. 13	
Chicago .....	80½	62¾	65¾	64¾	64¾	64¾	65¾	65½	66¾	66½	65¾	66¾	67	66¾	67¼	67¼	67	66¾	66¾	
Winnipeg .....	79½	59¾	61¾	61	61¼	61¾	61¾	61¾	62¼	62	62	62½	62¾	62½	62¾	63¾	63¾	64	63	
Liverpool* .....	.....	.....	61½	59¾	59¾	60¾	60¾	60¾	61¾	61¾	61¾	60¾	61½	61½	62	63¾	62¾	63¾	61¼	
Kansas City .....	69	58¾	61	60¾	60½	60¾	61¼	60¾	61¾	61¾	61¾	62½	63½	63¾	63¼	63¼	63	62¾	62½	
Minneapolis .....	75½	64¾	67½	67½	67½	67½	68	67¾	68½	68½	68¾	69¼	69¼	69¼	69¾	69¾	69¾	69¾	69¾	
Duluth, durum .....	66¾	55½	57¼	56¾	57	57¼	57½	58	58¾	58¾	58¾	59¼	59¼	59¼	59¾	59¾	59	57½	57½	
Milwaukee .....	79¼	63¾	65½	64¾	64¾	65	65½	65½	66¾	66¼	66	66¾	67	67	67¼	67¾	67	66¾	.....	
Corn																				
Chicago .....	60¼	47¼	51¼	51½	51½	51½	51½	51¾	51¾	50¾	50¾	51¾	51¼	51¾	52¾	53¼	52¾	52¾	517½	
Kansas City .....	51½	44	48¾	48¾	48¾	48¾	48¾	48¾	48¾	47¾	47¾	48¾	48¾	48¾	49¼	50¼	50¾	49¾	49¾	
Milwaukee .....	58¾	47½	51¾	51¾	51½	51½	51½	51½	50¾	50¾	50¾	51¾	51¼	51¾	52½	53¾	52¾	52¾	.....	
Oats																				
Chicago .....	28¾	24¾	26¾	26¾	27	27¼	27¼	27¼	27¼	27¾	27¾	27¾	28	28½	28¾	28¾	28½	28¾	28¾	
Winnipeg .....	23¼	27½	28¼	28¼	28¾	28¾	29¼	28¾	29¼	29	28¾	29	28¾	29	29¼	29¼	29¼	29¼	29	
Minneapolis .....	25¼	22¾	23¾	24¼	24¾	24¾	24¾	24¾	24¼	24¾	24½	24¾	25½	25½	25½	25½	25½	25½	25½	
Milwaukee .....	28¾	25	26¾	26¾	27½	27¼	27¼	27¼	27¾	27¾	27¾	27¾	28	28¾	28¾	28¾	28¾	28¾	.....	
Rye																				
Chicago .....	53¾	41¾	44	44¾	44¾	44¾	44¾	43¾	44¾	44¾	44¾	44¾	44¾	44¾	45¼	45¼	45¾	45¼	44¾	
Minneapolis .....	44	36½	39	39	39	39¼	39¼	39¾	39¼	39¼	39¾	39¾	40	40¾	40¾	40¾	40¾	40¾	40¾	
Winnipeg .....	47½	39¼	40¾	40¾	40¾	40¾	40¾	39¾	40¾	40¾	40¾	41½	41½	41¾	41¾	42¾	42¾	42¾	41¾	
Duluth .....	44¼	41¼	41¾	41¾	41¾	41¾	41¾	41¾	42	42¼	42¼	42¼	42¼	40½	40½	42¼	42¼	42¼	42¼	
Barley																				
Minneapolis .....	37	31½	32¾	32¾	32¾	32¾	33¾	32¾	33¼	33¾	33¾	33¾	33¾	34¼	35	35½	35	34¾	33¾	
Winnipeg .....	44¾	34¾	36¾	36¾	36¾	37¼	37¾	37¾	37¾	37¾	37¾	38¾	38¾	38	38½	39¼	39¼	38¾	37¾	
Soybeans																				
Chicago .....	83½	68¼	76¾	76¾	77	77¼	78¼	78¼	79¾	78	77¾	78½	79¾	80¾	81¼	81¾	83	82¼	81	

\*At daily current rate of exchange.



their sleeve," as they foresaw an increase in their territory due to this abandonment. It reminds the writer of the great interest taken in the "Farm Board" and its possibilities (in 1925), especially along the lines of Farm Co-operatives by the first head of Federal Farm Board, viz., the late Alexander Legge, the president of the International Harvester Co. at that time. He stated that his organization was sold on the idea, for the farmer, including government financing of same. Just what was the reaction of that corporation about three months ago when government financing of tractor plants was promulgated? Yes, it is the same old story, greed combined with lack of foresight, coming home to roost.

The country grain business, while not very profitable these days, is very interesting and an occasional hearty laugh is enjoyed, when watching the results of "greed and lack of foresight."—E. H. Anschutz, Long Grove, Iowa.

## International Crop Improvement Ass'n Meets

Directors of the International Crop Improvement Ass'n held their 20th annual meeting coincident with the International Grain & Hay Show, conducting two days of meetings in the Morrison hotel at Chicago, Nov. 29 and 30. This ass'n, an organization of organizations, bands together the seed certifying agencies of 31 states and all of the provinces of Canada for the exchange of seed improvement information.

New developments in the forage crop research programs of the United States and Canada which are of particular interest to those in charge of seed production and of seed distribution, featured discussions at the Tuesday morning session. It was a session for representatives of the division of forage crops and diseases of the U. S. Department of Agriculture, Washington, D. C. H. L. Westover discussed alfalfa; E. A. Hollowell covered clovers and miscellaneous legumes; M. A. Hein revealed developments in the field of grasses, including Sudan grass, and P. V. Cardon discoursed on general forage seed problems.

The principles behind seed production, and the fundamental purposes of crop improvement organizations were covered in a paper by L. E. Kirk, dean of agriculture at the University of Saskatchewan, delivered at the afternoon session. It was followed by a round table discussion of forage crop seed production and certification, led by R. D. Lewis, of the Ohio Seed Improvement Ass'n.

The annual banquet was a celebration for the founders of the International Crop Im-

provement Ass'n. It recognized and honored R. A. Moore, Madison, Wis.; John W. Nicolson, Shenandoah, Ia.; C. P. Bull, St. Paul, Minn.; Manley Champlin, Saskatoon, Sask., and G. H. Cutler, Lafayette, Ind., and each of these founders was presented with a fountain pen desk set, appropriately engraved with his name, and recognition of the part he played in organizing the ass'n.

Speakers at the banquet were W. T. G. Wiener, of the Canadian Seed Growers Ass'n, who seized this occasion to deliver his "President's Address"; H. R. Sumner, Minneapolis, Minn.; E. P. Humbert, of the Texas Seed & Plant Board; and John W. Nicolson, whose remarks concerned relationships between seed growers and seed distributors.

Both sessions the second day were devoted to com'te reports and the business of the ass'n. Officers are elected only once every two years, so last year's officers hold over for another year. They are: W. T. G. Wiener, of the Canadian Seed Growers Ass'n, Ottawa, Ont., president; L. W. Osborne, Oklahoma Crop Improvement Ass'n, Stillwater, Okla., vice-president; and A. L. Clapp, Kansas Crop Improvement Ass'n, Manhattan, Kan., sec'y.

## Bean Buying Campaign of F.S.C.C.

The Federal Surplus Commodities Corporation has announced it will purchase dry pea and red kidney beans in the principal producing areas in New York state.

Beans must be of the 1938 crop grown in New York and must grade either U. S. No. 1 or U. S. No. 2. Vendors are to furnish at their own expense official inspection certificates issued by the Federal-State inspection service.

Purchases will be made under an offer-and-acceptance plan in which the seller offers his beans at his own price to the FSCC. He will be notified of acceptance or rejection of the offer.

A similar plan will be made effective in the state of Michigan, where Leo V. Card, director of the state bureau of standards, has been chosen chairman of the state industry com'te, some of the members being A. L. Riedel of the Michigan Bean Co., Leo D. Cline of Chas. Wolohan, Inc., H. E. Henne of Wallace & Morley Co., and L. W. Todd, elevator operator.

Boys who insist on sowing wild oats every Saturday night would not get so confused if they would refrain from mixing in corn and rye.

## Cargill, Inc. v. Board of Trade

S. Abbott Maginnis, a special assistant to the Attorney-General of the United States, has been conducting the hearings as referee for the Commodity Exchange Commission on the charges made by Cargill, Inc., of Minneapolis, Minn., against the Chicago Board of Trade.

Weston B. Grimes, attorney, of Minneapolis, son of E. J. Grimes of Cargill, Inc., and Frank Fowle, Jr., attorney, represented Cargill, Inc.

Howard Ellis, attorney, of Chicago, represented the Board of Trade.

When the hearings began Nov. 22 Cargill, Inc., had served a subpoena on the chief of the C. E. Adm., requiring 175,000 confidential reports on individual transactions in corn futures on the Chicago Board, and served notice it would call 17 members of the Board to testify, to learn and show that members of the business conduct com'te of the Board were short. Referee Maginnis modified the subpoena to require only tabulated data regarding transactions of clearing members, to be supplied before Nov. 28, the date set for the second of the several hearings.

Cargill, Inc., on Nov. 28 charged that the Board violated the law in failing to give one full day's notice of deliveries on September, 1936, corn contracts.

Mr. Fowle charged that the Board of Trade had operated in opposition to Cargill since the grain firm began doing business in Chicago 10 years ago and that it had shown animosity on many occasions. The Board had acted unjustly, he said, in expelling officers of the Cargill Grain Co. of Illinois, a subsidiary, from the Board of Trade last March. He charged that the Board of Trade had operated in a "monopolistic manner" to hinder and obstruct legitimate Cargill operations, because it did not want competition "in the monopoly which it had set up," adding that the exchange directors "deliberately came to the aid of short-holders of September corn futures in violation of the C. E. Act."

Mr. Ellis said: "Our evidence will show that Cargill made a fictitious contract with the Continental Grain Co., which is foreign-owned, to attempt a corner in September, 1937, corn futures in an effort to manipulate prices."

"We will put all our cards on the table. The only question here is: Was Cargill attempting to run a corner or wasn't it? We will prove conclusively that it was and that was the reason and the only reason it was expelled from the board."

Ellis said Cargill, the largest grain company in the United States handling 100,000,000 bus. of grain a year, attempted to gain a corner on September (1937) corn and held 80.3 per cent of all open accounts in that month when the Board acted.

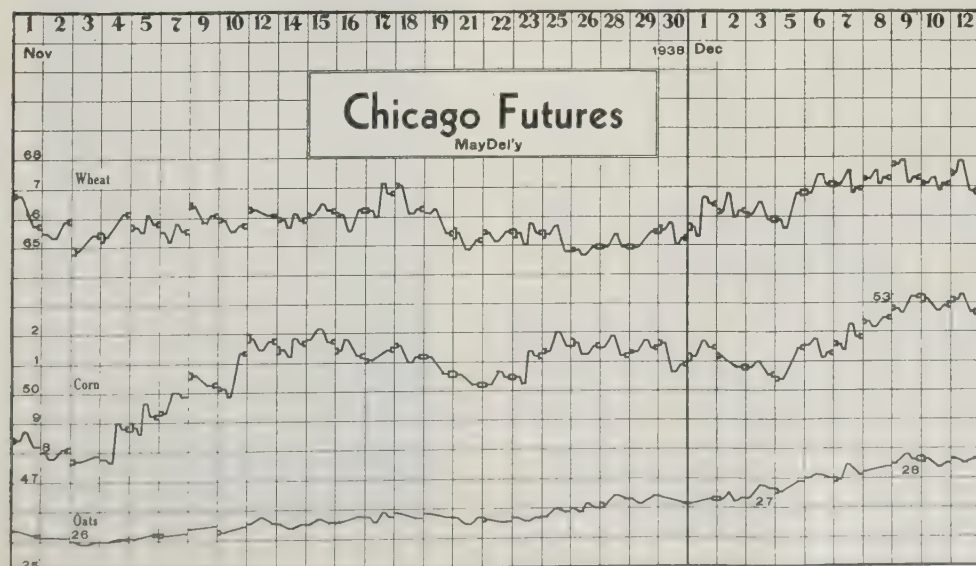
"The Board was obligated by the Commodity Exchange Act to prevent a corner of the market. The Board's order to Cargill to divest itself of some of its long holdings was made to stop a manipulation of prices."

Ellis said the company's operation in September corn was "one of the largest speculations ever attempted in this country," and that Cargill admitted in a report to the Board that it was seeking to force prices up to \$1.40 a bushel.

"Cargill wanted to rule or ruin the Board. It wanted to run a corner and was stopped, hence this complaint. It bought corn on September futures when the farmers had no corn, to force the price up and sold December futures, when the new crop would be available, to force prices down."

Ellis said the near-corner on corn had forced September cash corn up to \$1.20 a bushel while less than a month later corn sold for 61 cents a bushel.

Sales of about 750,000 bus. of hard wheat were made recently to go from the United States to Shanghai, China, under the subsidy.





## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Valparaiso, Ind., Dec. 7.—Corn yields in Porter County this year were the largest in history. Joseph Heindl reports: 13,000 bus. from 140 acres, or 92 bus. per acre.

Arcola, Ill., Dec. 8.—Crop about 10 bus. per acre under expectation. No wheat sowed a year ago on account of rust and chinch bugs, but have normal acreage this fall, and splendid prospects. —T. E. Hamman & Co.

Watonga, Okla.—Wheat pasture short in this community on account of late planting due to lack of moisture. Sure need of moisture in this community. Majority of farmers complying with crop reduction plans. Most of corn gathered in this section; not very much corn to move onto the market.—Paul Shaw, local mgr. General Grain Co.

Kansas City, Mo., Nov. 23.—Without moisture in the western half of the state, the farmers refuse to sow in the unusually dry top soil at this late date. During the past few winters, the moisture supply has been inconsequential, and should such be the case again this winter, the spring outlook cannot be very promising.—Robinson Elvtr. Co., H. L. Robinson.

Minneapolis, Minn., Nov. 26.—The amount of precipitation throughout the Northwest this fall has been disappointing. According to official figures, the Minnesota precipitation during October was only 26 per cent of normal; for South Dakota, the rainfall was but 12 per cent of normal, and for North Dakota, 51 per cent during the month of October.—Archer-Daniels-Midland Co.

Winnipeg, Man., Nov. 28.—The estimate of the aggregate crop of Manitoba, Saskatchewan and Alberta provinces, based on the acreage figures issued by the Dominion Bureau of Statistics dated Aug. 11, 1938, and, for Manitoba, Sept. 2, 1938, in bushels, is as follows: spring wheat, 306,560,100; durum wheat, 21,162,600; oats, 246,631,400; barley, 85,058,000; rye, 10,144,200; flax, 1,495,500.—J. G. Fraser, mgr. North-West Grain Dealers Ass'n.

Manhattan, Kan., Dec. 5.—Analysis of reports from 31 Kansas counties where the Southwest Wheat Improvement Ass'n has wheat test plots planted show that stands and growth are generally good, with occasional bad spots in the southern half of the state, except for a few dry spots in the southwestern quarter. In the northwestern and north central sections moisture is poor and wheat stands poorly. Moisture conditions in the northeastern quarter of the state vary widely, and the stands of wheat vary almost as widely in their condition.

Decatur, Ill., Dec. 10.—A rainfall of 1.77 inches so far in December has been very beneficial to winter wheat. In the dry areas of the state the wheat plant had little chance for fall growth and is, therefore, lacking in vigor to withstand winter hardships. Wheat stored on farms and in country elevator bins this season is infested with weevil more than usual and the quality is deteriorating rapidly. This condition, no doubt, is partly due to the warm fall weather. Considerable of this damaged wheat will be unmerchantable, therefore will be fed to livestock.—Baldwin Elvtr. Co.

Chicago, Ill., Dec. 6.—The winter wheat crop promises around 495,000,000 bus. on about 46,000,000 seeded acres. Estimates at this time, so far from harvest, are, of course, very uncertain, more so this year than usual due to dry soil's causing much late seeding and reseeding, some of which is not yet completed. The acreage is more than 10,000,000 less than that which we gathered from our reports of last December, with conditions poorer throughout four-fifths of the belt, and nowhere is there any extensive section where they are better than a year ago. Hessian fly larvae are reported from parts of Indiana, Illinois and Missouri, rather heavy in places. The warm fall weather has caused more than usual weevil damage to wheat in bins, especially on farms, and as much of this will be unmerchantable, it will be fed to livestock, thereby causing more wheat to be fed on farms than was expected earlier.—H. C. Donovan, statistician, Thomson & McKinnon.

Average protein of 323 cars of wheat tested by the Kansas inspection department in the week ended Dec. 2 was 12.68 per cent and 230 cars tested by Missouri averaged 12.60 per cent. The 553 cars tested by both departments had an average of 12.59 per cent, compared with 12.61 per cent on 551 cars the previous week and 12.96 per cent for 370 cars a year ago.

Winchester, Ind., Dec. 10.—Drove some 400 miles this week, up about 150 miles northwest of here, then down south and back home on one day's trip. Must say I was utterly surprised at the condition of the wheat, after having seen so much in the papers and correspondence about the bad shape growing wheat was in. I don't see how, in the territory I covered, wheat could be any better. I am sure that 85% of it thoroughly covered the ground, was matted close together and was just as green as you ever saw it in May. While there were fields with bare spots in them, most fields were entirely covered. Acreage is smaller than usual. Goodrich Bros. Co., P. E. Goodrich, Pres.

Chicago, Ill., Dec. 5.—Final returns indicate a corn crop of 2,484,793,000 bus. or approximately 27 bus. an acre, compared with government November estimate of 2,480 million produced last year and 2,306 million the 10-year (1927-36) average. In view of the widespread moisture deficiency, particularly in the Southwest where late summer and fall moisture is so closely coupled with yield, as well as the fact that the wheat plant is less advanced and therefore lacking in vigor to withstand over winter hardships, the normal expectancy could hardly be other than for heavy acreage losses during the winter followed by subnormal yields at harvest.—C. M. Galvin, statistician, Jas. E. Bennett & Co.

Fort Worth, Tex., Dec. 5.—Climatic conditions in Texas continue to be most unfavorable and, in fact, it is the opinion of many experienced grain men that prospects at present are the worst the state has ever known, with the exception of a small area west of the 100th meridian and north of parallel 35. Even that section has been without any rainfall for about six weeks, and it is beginning to show signs of needed moisture. Rainfall is about one-tenth of normal and a great many of our flour millers and large grain dealers, as well as the country shippers, are becoming very uneasy and disturbed over the continued drought.—G. E. Blewett, sec'y, Texas Grain & Feed Dealers Ass'n.

Minneapolis, Minn., Nov. 23.—The soil moisture situation generally is not very encouraging for next year's crop. Unusually warm, dry, but pleasant weather during September, October and part of November was beneficial for all late crops and farm activities but retarded the proper development of the fall sown grain. Rains during the first half of September gave the early sown wheat and rye a good start, but lack of later rainfall stopped development and made the ground hard. Good rains the beginning of November were received over the Central Plains, which helped to germinate some of the late sown seed and stimulated growth of the early sown wheat. A few cold days, however, retarded this development and the wheat plant is now entering its stage of winter dormancy. Most of the Dakotas, western Minnesota and western Nebraska and Kansas are still lacking in surface moisture, also a few sections in Indiana, Ohio and some of the Eastern States. Subsoil conditions are rather dry over much of this same territory, especially the Dakotas and several sections of the Eastern States. Kansas, however, with the surrounding wheat territory in Missouri, parts of Nebraska, Oklahoma, northwestern Texas and eastern Colorado is fairly well supplied with subsoil moisture due to generous rains during early September.—Cargill Crop Bulletin.

## Winter Wheat Promises Over 500,000,000 Bus.

Chicago, Ill., Dec. 6.—The statisticians of Clement, Curtis & Co., Fuller, Rodney & Redmond, Lamson Bros. & Co., Thomson & McKinnon, and Jas. E. Bennett & Co., respectively, make the following estimates on the coming winter wheat crop:

	Acre Sown	Dec. 1 Est. Cond. d't'n.	Pro- Bus.
Nat. Murray	46,923,000	72.7	530,000,000
B. W. Snow	45,326,000	...	523,000,000
R. O. Cromwell	48,099,000	77.8	541,816,000
H. C. Donovan	46,000,000	...	495,000,000
C. M. Galvin	46,912,000	...	...
Gov't, 1937	57,316,000	76	630,000,000
Harvest, 1938	49,915,000	...	688,458,000

Chicago, Ill., Dec. 6.—The acreage of winter wheat sown this fall is estimated to be 83.9 per cent of the 57,316,000 (unrevised) acres sown last fall, or 48,079,000. This estimated reduction of 16.1 per cent would be the largest reported since at least 1909. The condition of winter wheat is estimated at 77.8 per cent of normal compared with 1937 back to 1932, respectively, of 76.0, 76.0, 78.2, 77.8, 74.3 and 68.9. These and December, 1921, condition figures show the lowest December figures of record back to 1890. Yields per sown acres of following crops in the above years of low December condition have ranged from 8.5 to 12.0 bus. The reported condition, based on past relations and future average conditions suggest a Winter Wheat Production of about 541,816,000 bus.—R. O. Cromwell, statistician, Lamson Bros. & Co.

Lincoln, Neb., Nov. 27.—Winter wheat evidently has been damaged severely in southwestern Nebraska by what apparently is a new kind of aphid or plant louse, according to Prof. Raymond Roberts of the Nebraska agricultural college entomology department. The aphid is closely related to but not identical with the common apple grain aphid. Similar damage is reported in adjoining parts of northwestern Kansas and northeastern Colorado. The first report of such damage came from Culbertson. An eight hundred acre wheat field which was green and seemed to be healthy was all affected. The man making this report had examined one hundred fields and they all looked alike. The aphid was working on the roots, destroying the secondary root system. Similar reports also have come from Hayes Center, Oshkosh, Nelson, Ogallala, Big Spring, Gothenburg, Wauneta and Holdrege, Roberts said.—Daily Omaha Price Current

The U. S. Supreme Court recently decided that the National Biscuit Co. was not entitled to the exclusive use of the words "shredded wheat."

## Inspector Herbert Fox Passes On

Herbert Fox, 74, veteran grain inspector, who has spent 50 years in the grain inspection service of the Peoria Board of Trade, passed away Nov. 25 in the Methodist hospital where he underwent an operation.

A son of William and Mary Thompson Fox, Mr. Fox was born in Sheffield, Eng. He was brought to the United States by his grandparents in 1871, and resided for several years on a farm near Farmington, Ill.

Mr. Fox entered the employ of the Peoria inspection department in 1888, and has served under four chief inspectors, O. R. Clough, George Powell, Alfred Anderson, and F. B. Tompkins, in the order named.



Herbert Fox, Peoria, Ill., Deceased.



# Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Chicago, Ill., Dec. 10.—Most of the 84 cars of wheat received here today were from Kansas City, and billed to one elevator.

Jasper, Ind.—Little wheat or corn is being delivered at this time at the mills and elevators in Dubois county.—W. B. C.

Arcola, Ill., Dec. 8.—Corn movement very light. Feeding very heavy. If corn gets to 50c or thereabouts, farmers will seal very little corn. They are not for the program, but naturally want the money.—T. E. Hamman & Co.

Duluth, Minn.—The Duluth-Superior port completed its most active 10-day period of the navigation season Nov. 30. During the preceding 10 days shipments of grain from head of the lakes elevators were on the average of 1,000,000 bus. a day, with wheat comprising more than half the total.

Duluth, Minn.—The slowing up in grain movement during November was reflected in lighter receipts, with elevator turn in of only 9,020,221 bus. compared with 12,332,902 bus. last year. The loss in shipments was even wider, 17,002,503 bus. for last month and 20,962,499 bus. during November, 1937. However, compared on the crop year Aug. 1 to Dec. 2, this year, arrivals have reached 73,701,978 bus. of all grains as against 55,596,384 bus. in the same period for 1937. Shipments to this date on the present crop totals 58,774,589 bus. and year ago, 49,273,600 bus. and summarizes the biggest fall activity and business since 1930.—F. G. C.

## Oats Movement in November

Receipts and shipments of oats at the various markets during November, compared with November, 1937, in bushels, were:

	Receipts		Shipments	
	1938	1937	1938	1937
Baltimore	83,998	45,748	.....	.....
Boston	9,600	24,700	.....	.....
Chicago	1,098,000	1,586,000	1,197,000	2,715,000
Duluth	466,886	1,910,732	2,708,238	2,283,029
Ft. William	1,318,077	1,433,737	2,240,762	853,346
Ft. Worth	44,000	128,000	16,000	.....
Hutchinson	.....	2,000	.....	.....
Indianapolis	176,000	314,000	392,000	530,000
Kansas City	168,000	392,000	134,000	178,000
Milwaukee	49,720	97,280	68,400	294,500
Minneapolis	804,100	1,315,670	1,004,010	988,560
New Orleans	21,890	51,793	68,547	184,446
Omaha	138,000	292,000	474,200	349,377
Peoria	106,000	230,000	166,000	182,000
Philadelphia	45,094	58,202	43,534	.....
St. Joseph	344,000	202,000	132,000	80,000
St. Louis	190,000	364,000	186,000	290,000
Superior	372,498	908,096	2,272,084	867,633
Toledo	294,000	298,200	223,455	210,680
Vancouver	761,208	260,162	691,178	42,870
Victoria	1,651	.....	353	.....

## Wheat Movement in November

Receipts and shipments of wheat at the various markets during November, compared with November, 1937, in bushels, were:

	Receipts		Shipments	
	1938	1937	1938	1937
Baltimore	20,096	4,283	.....	76,251
Chicago	1,067,000	2,343,000	2,475,000	5,400,000
Churchill, Man.	1,533,820	.....	.....	.....
Duluth	5,805,177	4,068,378	10,133,897	11,181,419
Ft. Wm.	21,512,982	10,384,936	29,715,104	17,817,242
Ft. Worth	798,000	733,600	1,083,600	1,244,600
Galveston	915,600	3,646,500	750,765	2,904,159
Houston	.....	.....	285,000	.....
Hutch's'n	1,043,000	714,000	.....	.....
Indianapolis	96,000	98,000	290,000	76,000
Kan. City	4,785,200	3,307,200	2,746,575	6,263,130
Milwaukee	98,560	84,700	503,791	668,051
Min'polis	3,470,650	3,415,510	2,461,670	2,479,940
New Or'ns	666,086	256,461	988,511	79,592
Omaha	739,220	603,824	919,819	1,808,690
Peoria	114,900	111,000	202,000	136,400
Philad'lphia	122,477	32,514	403,632	95,950
St. Joseph	403,200	257,600	809,600	849,600
St. Louis	559,000	1,356,000	1,218,000	2,584,500
Superior	3,241,167	2,834,720	6,895,145	6,442,421
Toledo	482,000	304,240	544,370	390,285
Vanc'ver	4,617,196	1,317,587	5,750,883	1,421,516
Victoria, B. C.	483,262	.....	.....	.....
Wichita	1,053,000	843,000	828,000	1,108,500

Minneapolis, Minn., Dec. 10.—The receipts of flaxseed at terminal markets continue to be light. There is a keen demand for all offerings, and spot premiums have advanced about two cents during the last two days. Domestic flax futures are two cents higher compared with prices a week ago.—Archer-Daniels-Midland Co.

Winchester, Ind., Dec. 3.—We have heard very little talk of government sealed cribs in this locality. Presume there will be some, but nothing like as general as in Illinois and the western states. Altho we had a fairly good crop of corn the largest movement is from one farm to another.—Goodrich Bros. Co., C. C. Barnes, ex-v-pres.

Ottawa, Ont., Dec. 8.—Wheat receipts in the Prairie Provinces for the week ending Dec. 2 amounted to 3,214,082 bus. against 3,855,217 bus. the previous week. During the corresponding week a year ago the receipts were 1,655,250 bus. Marketings in the three Prairie Provinces for the eighteen weeks from Aug. 1, 1938, to Dec. 2, compared with the like period in 1937, were as follows, figures within brackets being those for 1937: Manitoba, 40,480,518 (31,819,257); Saskatchewan, 97,852,937 (19,649,804); Alberta, 107,596,558 (42,213,080) bus. For the eighteen weeks ending Dec. 2, 1938, and the same period in 1937, 245,930,013 bus. and 93,682,141 bus. respectively were received from the farms.—R. H. Coats, Dominion Statistician.

Fort William, Ont., Dec. 9.—The removal of the 6-cent preference on Empire wheat imported into Great Britain will undoubtedly result in an increase in the volume of Canadian grain exported via U. S. A. Atlantic seaboard ports. At the present time there are upwards of 10 million bus. Canadian wheat in store, afloat and in transit to U. S. A. lake and seaboard ports. Part of this is destined to U. S. A. mills for milling in bond for export, but the balance has either been contracted for already or will be available to fill future export sales. The export movement via Vancouver-New Westminster improved considerably last month and good sales are reported for December-January shipment, including full cargoes.—E. A. Ursell, statistician, Board of Grain Commissioners.

## Corn Movement in November

Receipts and shipments of corn at the various markets during November, compared with November, 1937, in bushels, were:

	Receipts		Shipments	
	1938	1937	1938	1937
Baltimore	181,778	169,947	17,143	.....
Boston	1,400	1,500	.....	.....
Chicago	12,940,000	14,613,000	9,552,000	7,594,000
Duluth	1,326,332	3,368,650	654,750	2,346,908
Ft. William	22,851	.....	18,961	9,602
Ft. Worth	37,500	39,000	21,000	142,500
Hutchinson	1,500	10,500	.....	.....
Indianapolis	2,788,000	2,595,000	1,471,000	1,651,500
Kan. City	2,061,000	2,677,500	141,000	423,000
Milwaukee	638,600	1,164,050	1,207,500	120,900
Minneapolis	3,797,520	4,811,440	950,540	2,396,830
New Or'ns	1,657,406	1,274,681	1,169,628	385,746
Omaha	2,020,200	4,040,400	631,750	949,735
Peoria	2,123,500	3,621,000	921,300	1,666,500
Philadelphia	282,034	327,011	113,884	.....
St. Joseph	877,500	694,500	297,000	427,500
St. Louis	1,592,000	3,486,500	319,500	857,000
Superior	369,390	1,730,497	306,000	1,227,099
Toledo	939,400	456,400	372,370	208,525
Wichita	5,200	59,800	1,300	24,700

## Rye Movement in November

Receipts and shipments of rye at the various markets during November, compared with November, 1937, in bushels, were:

	Receipts		Shipments	
	1938	1937	1938	1937
Baltimore	119,152	60,950	.....	.....
Boston	.....	1,100	.....	.....
Chicago	42,000	458,000	148,000	458,000
Duluth	413,531	201,548	994,559	1,175,288
Ft. William	89,532	77,936	31,603	25,217
Ft. Worth	.....	6,000	4,500	.....
Galveston	.....	18,000	.....	.....
Hutchinson	.....	3,000	.....	.....
Indianapolis	46,000	36,000	63,000	45,000
Kansas City	33,000	57,000	1,500	10,500
Milwaukee	38,205	72,165	25,610	42,670
Minneapolis	434,770	607,270	332,910	272,940
New Orleans	.....	3,000	1,500	1,500
Omaha	58,800	68,884	107,800	56,000
Peoria	80,400	115,000	8,400	9,600
Philadelphia	744	.....	8,649	.....
St. Joseph	.....	3,000	.....	10,500
St. Louis	52,500	37,500	40,500	39,000
Superior	271,758	259,400	581,122	610,461
Toledo	16,800	33,600	11,570	14,165
Vancouver	27,315	10,411	28,148	10,732
Wichita	.....	1,300	.....	.....

Milwaukee, Wis., Dec. 1.—Lake shipments of grain from Milwaukee during the year, 1938, as compared to 1937 (in parentheses), in bushels, follows: 1938, wheat, 5,850,710 (4,726,966); corn, 8,016,114 (—); barley, 764,797 (—); oats, — (186,500); the 1938 shipments totaled 14,631,621 bus. compared to 4,913,466 for 1937.—H. A. Plumb, sec'y, Milwaukee Grain & Stock Exchange.

Kansas City, Mo., Nov. 23.—Country movement continues quite slow, induced by poor crop outlook and a low price level. There is still a considerable quantity of wheat that is moving into store for government loan purposes, but receipts from the farmer are very light, with no increase in the movement in evidence unless we have a change both in the crop outlook and in the price level. In certain sections there has been a fair amount of wheat loans made on farm storage. In our opinion, all wheat on farms amounts to from 17 per cent to 20 per cent of the crop.—Robinson Elvtr. Co., H. L. Robinson.

Decatur, Ill., Dec. 10.—The corn situation is still deadlocked. Producers generally are holding for 50 cents. What little corn is offered is principally being sold to farmers who expect to seal their own corn and to feeders. Sealing is now getting underway and there is quite a rush to sign application blanks for AAA loans. It will take sealers several weeks to catch up with applications on file. Although soy bean prices have advanced 10 cents per bushel since the last of October, very few are offered by growers. Some elevators are reporting their oats still in the sweat. Others have loaded out a few cars which showed poor quality, musty, heat damaged, weevily.—Baldwin Elvtr. Co.

Fort Worth, Tex., Nov. 30.—Texas production of grain, sorghums this year is 51,000,000 bus. compared to 52,000,000 bus. last year; yet from Sept. 1 to Nov. 18 there was inspected at Fort Worth 67 cars of threshed and 109 cars of heads, while the same period last year showed 360 cars of threshed and 313 heads. Amarillo reports Oct., 1937, inspection of 72 cars vs. 8 cars last October; in November, 1937, 209 cars, while Nov. 1 to 18 showed only 12 cars. It is obvious this decrease in rail movement is chargeable solely to a similar increase in truck movement, as the boys in the Panhandle tell me the trucks are as thick out there as "black birds in July."—G. E. Blewett, sec'y Texas Grain & Feed Ass'n.

A French decree makes subject to license the importation of wheat, spelt, maslin, flour, and ground cereals and prepared bread mixtures containing more than 10 per cent flour into most of the French colonies. The colonies affected are French Indochina, French West Africa, Madagascar, French Equatorial Africa, Guadeloupe, Martinique, French Guiana, Reunion, French Somaliland, New Caledonia, and French Oceania.

The California rice industry will have a hearing before the Circuit Court at San Francisco on charges by the Federal Trade Commission that the purposes, practices and policies of the several respondents constituted an unlawful agreement to fix and maintain prices of rice and rice products in commerce; that competition in the sale of these products has been restricted and suppressed, and that the respondents had acquired a monopoly in the sale of California-Japan type rice.

## Barley Movement in November

Receipts and shipments of barley at the various markets during November, compared with November, 1937, in bushels, were:

	Receipts		Shipments	
	1938	1937	1938	1937
Baltimore	5,847	2,084	.....	104,583
Boston	1,300	.....	.....	.....
Chicago	995,000	1,041,000	228,000	195,000
Duluth	856,667	2,656,892	1,891,434	3,438,552
Ft. William	1,036,954	1,403,959	1,691,752	2,969,671
Ft. Worth	1,600	1,600	6,400	1,600
Indianapolis	4,500	7,500	1,500	.....
Kansas City	17,600	8,000	17,600	.....
Milwaukee	1,604,760	2,439,922	556,100	710,200
Minneapolis	2,381,970	3,691,240	2,651,130	3,085,110
Omaha	27,200	60,800	38,400	42,502
Peoria	215,200	224,600	133,600	141,400
Philadelphia	.....	2,496	1,333	.....
St. Joseph	1,750	.....	3,500	.....
St. Louis	243,200	160,000	56,000	27,200
Superior	322,465	1,087,332	1,025,637	1,407,906
Toledo	87,600	151,115	22,630	42,600
Vancouver	199,730	125,014	100,956	25,783



# South Dakotans Endorse Law Regulating Truckers

Spring-like weather brought out a record attendance at the 32d Annual Convention of the Farmers Elevator Ass'n of South Dakota held in Mitchell Dec. 6, 7, 8. At the close of registration over 450 were listed. Encouraged by the first good crop in several years, those attending the convention displayed a much improved spirit, and an enthusiasm indicative of better times.

A special grading school Tuesday was attended by a large number of managers, who were taught the fine points of grain grading by Harry Milliman, Federal Grain Supervisor, Si Sumner, F. H. Peavey Co., and E. W. Hall.

PRES. CHRIS JENSEN, Putney, called the meeting to order and introduced Rev. Victor O. Wik who pronounced the invocation. Bradley Young, pres., Mitchell Chamber of Commerce, extended the official welcome to the city. C. A. Woods, Plankinton, responded, for the ass'n.

SEC'Y C. G. ANDERSON, Aberdeen, in summarizing the activities of the ass'n, said:

One of the most important undertakings of the ass'n during the past year was our participation in the fight to prevent the abandonment of the M. & St. L. Ry. Naturally we are all very pleased the ICC decision was in our favor.

Exemption: We have been assisting a number of elevator ass'ns in securing exemption from federal income taxes. We have prepared uniform by-laws which, if complied with, will enable your company to secure exemption.

Your ass'n cooperated with other agencies in an attempt to secure early and adequate help to control or eradicate grasshoppers. We didn't kill them all but we did get a lot of them. It may be we chased them into North Dakota or Canada.

We worked to assist members in securing coordination of federal wheat loan regulations with state laws in order to make grain loans available to their patrons.

It is very gratifying to report our membership shows an increase of 20% over last year. I am quite sure that with the help of the entire membership we can show a still greater gain a year hence. Every member should make a real effort to secure at least one new member during the ensuing year.

We are laying plans for an active campaign, this winter, to secure needed legislation in our state and have helped where necessary at Washington.

The ICC is at present conducting a hearing in Minneapolis for the purpose of deciding a fight to eliminate switching charges at the Minneapolis terminal. Other large terminals now enjoy freedom from these charges. We have a representative at the hearing.

We want to encourage you to make full use of the secretary's office. We are always ready and willing to give personal assistance wherever possible.

C. A. WOODS, Plankinton, a director, was in the chair and made the following committee appointments:

RESOLUTIONS: I. L. Demary, Mitchell; G. W. Dixon, Aberdeen; S. S. Judy, Forestburg; William Davis, Yale; Henry Lueth, Canova; T. E. Stillwell, Wentworth; W. J. A. Schoppe, Putney; Geo. E. Williams, Kampaska.

CREDENTIALS: Frank Rip'ey, Huron; C. G. Anderson, Aberdeen; O. M. Rassmussen, Crocker.

C. H. CONWAY, sec'y N. D. Farmers Grain Dealers Ass'n, Fargo, N. D., always ready and willing to give of his vast store of helpful

information, in discussing various subjects, said in part: The lack of interest on the part of directors, especially at directors meetings has a tendency to limit the manager's activity at these meetings. These meetings should be the source of real interest on the part of the directors and manager. Make it possible for the manager to ask questions. This frank discussion of the company's affairs will give all of you a clear conscience when you go before your stockholders, gain or lose.

Your ass'n, like ours, has not as many members as it should have. Considering the number of elevators the membership is very small. It is the responsibility of every member to induce his competitor to join the ass'n and help carry on the fight which is being waged for the benefit of all in the grain business. Your payment of dues does not discharge your duties to the ass'n. You must strive in every way to make the ass'n as strong as possible. It is only in this way you can present a united front which will command respect.

E. C. HILLWEG, ass't sec'y Minneapolis Chamber of Commerce, extended the best wishes of his exchange.

A. F. NELSON, sec'y Minnesota Farmers Elevator Ass'n, Minneapolis, called attention to the importance of securing new stockholders to replace those who have died or moved to other communities. He warned that if this was not done the problem of dissolution would soon be faced.

## Tuesday Evening Session

The visiting directors held an open meeting Tuesday evening to discuss many of the problems which would come before the convention. Capt. Webster, F. C. Nelson, E. C. Hillweg, were among those who were invited to discourse on the various subjects.

## Wednesday Morning Session

F. J. CROSS, Randolph, presided, presented Dyer H. Campbell, sec'y Mitchell Chamber of Commerce, who introduced Wilton Slocum and Gordon Wiltfang of Dakota Wesleyan University, two fellows filled with melody. Their rendition of the popular songs was very much enjoyed.

IRA OVERTON, Webster: After witnessing the interest taken in this convention by the largest number ever to attend a convention of this ass'n it is easy to see we are all in a better frame of mind. A convention is just what you make it. Each of you must contribute your part in the discussions which will follow. All the selected subjects are of vital interest to you, and each of you have information which may help the others.

CAPT. L. C. WEBSTER, sec'y N. W. Country Elevator Ass'n, Minneapolis, previous to his reading and explaining the Minnesota law to regulate itinerant merchants, said in part: First of all we must always bear in mind this is a free country. Any man, if he has the money, can go into business. The bill which I will read later is not a panacea for all the ills, but it will help. The southwest took the first action to regulate the so-called road gypsy. The itinerant merchant is really a menace and the people of the country are fast coming to this realization. The bill is not punitive and it will not hurt the legitimate trucker.

Itinerant merchants, or peddlers as they are commonly called have always been recognized as a special class subject to special laws and regulations in licensing and taxing the class. This is based upon their particular way of do-

ing business; upon the fact that they contribute nothing or very little in the way of taxes or otherwise to support and building of communities in which they operate. Unscrupulous methods used by some of them against the public and on other valid considerations have made it necessary to regulate them.

Most states, counties and cities have on their lawbooks, laws which were enacted years ago but have become musty and forgotten through lack of use. I am sorry to say that these laws have been forgotten because the legitimate merchants in small communities have failed to do their duties in seeing that they were enforced.

The advent of the motor truck and the fine roads that have been built by the motor vehicle operators, has brought about the existence of more of these gypsies of the highway than can be accepted by legitimate businessmen. The peddler was restricted to small territories but the peddler with a truck covers wide territory and deals in goods of wide varieties and large quantities.

I need not repeat to country elevator men the depredations that have been caused to the grain trade by this gypsy of the highways and by-ways. However his activities to our business is only part of the total loss to all regularly established business in your State. I can personally state from reports coming to my office that here in South Dakota about every class of merchandise is being handled by these itinerant merchants, from coal to garden seed. In your state these merchants flaunt your sales tax law—they do not collect it and they do not pay it. The Tax Division would like to receive information that would allow them to track down these truckers but they receive very little help from the legitimate dealers.

The action of the road gypsies has created serious and pressing problems of preserving local communities from deterioration through the destruction of local established businesses.

Adequate price level in some communities has been impossible due to these trucker merchants, who do not keep books and do not know the cost of doing business. They seldom remain long, but their line of succession seems permanent. One old truck and a blank check book appears to be about all they need to start a business.

They have no stocks to carry requiring a capital investment. They have no good will to maintain and goodness knows when they will get back into this territory again particularly if they have used bouncing checks.

We grain men have talked about this class of itinerant merchant for many years, but we were alone. He hadn't stepped on the feet of our fellow business men and therefore they couldn't see our arguments for his regulation. Most business men hate the idea of government regulation any way and will not listen to it from even their fellow business men.

Our feeble efforts to regulate the so-called trucker were aimed at regulations which made it impossible for the legitimate trucker to enter and follow a gainful occupation. This was decidedly a wrong procedure. Any man in this free country of ours who desires to put his own money into a business should not be prevented from so doing by laws and regulations. That would be monopoly. The Merchants Law which will be considered by many states in the grain producing area and the states of the Great Plains are where the Itinerant Merchant has become such a pest does not prevent any legitimate business man from following his business. It requires that he only do the things that the permanently established business has to do now and it makes him subject to the same laws and regulations.

The Merchants Law which it is proposed to introduce in the Legislature of the several Northwest States. I want to here ask the convention to sell this bill to all merchants in your respective communities. This bill should not become known as a grainman's bill nor a country elevator bill. When every business man in your community is acquainted with the denunciations of the itinerant merchant upon his particular business, he will appoint himself a committee of one to tell his representatives in the legislature that he wants this bill passed and placed upon the Statute Books. Then and then only can the legislature be convinced that there is a need for such legislation.

The Merchants Law was read by Capt. Webster, who explained the law was drawn up by an attorney and patterned after the laws of Minnesota. Other states could do likewise.

C. W. CROES, Aberdeen: Will the established trucking lines favor this bill?

CAPT. WEBSTER: We have made no definite effort yet with the established trucking lines. Right now we are trying to acquaint our people with the need for a bill to regulate the itinerant merchant. I feel reasonably sure they (the established truckers) will support the bill. There is nothing in the bill not asked of you. At the beginning no one realized the itinerant trucker would cut in so.

RICHARD ISAAK, Parkston: The bill es-



establishes liability. In my opinion this is what we are striving for.

F. J. PIXLEY, Montrose: I am also a member of the Hardware Ass'n and I know it will strongly favor the bill.

S. A. MERKEL, Glenham: I think the bill will work a hardship on the man who is trying hard to make an honest living, and is operating one or two trucks. Why penalize such a man?

F. A. ERICKSON, Vermillion: How will this bill affect the man who trucks out a load of hogs, and a neighbor or some one else asks him to bring back a load of tankage or feed?

CAPT. WEBSTER: That is a question for the R. R. Commissioner.

#### RECORDS AND AUDITS

G. A. KLINE, Groton: I cannot stress too strongly the importance of balanced books, in fact it is absolutely necessary. Audits, too, are very important—quarterly audits if you are real busy, semi-annual and annual audits, relieve the manager of responsibility, and inform the governing board what has been done. While his own audit may be questioned, the manager's record is clear if an independent audit is made.

HENRY LEUTH, Canova: I think the first requirement of accurate records is the point of original entry. If this is wrong everything else is wrong. I am not completely convinced the loose leaf system is the best. It is too easy for pages to be lost. If a farmer gets the idea you lose your sales slips he will be inclined to dispute your account. Balance your cash each day. This should be done in the morning when you have plenty of time, and the previous day's transactions are fresh in your mind. A trial balance and a profit and loss statement should be made each month. Above everything else—leave nothing to memory.

A. C. WETTESTAD, Brookings: It is very important to get the signature of the buyer. This is especially true in the case where a farmer asks a neighbor, going to town, to bring something home for him.

#### Wednesday Afternoon Session

A. J. MURRAY, S. D. Board of R. R. Commissioners, spoke on the work of his commission and warned that shippers must be responsible for the following of any regulations, whatever they may be.

#### CREDIT

E. C. AUBY, Watertown: If you give the proper service you get the right credit. If you depend solely on the paying of patronage dividends to keep your company together it will not last long. You must have cooperation and loyalty.

P. A. TRUMBLY, Sioux Falls: If a company cannot go on a cash basis it should adopt a restricted credit system.

ED HEISER, Craven, long recognized as the most successful manager insofar as credit and collections is concerned, in discussing his experience, said: My losses the past 35 years will not reach \$100. I have educated my trade. I do not give long time credit. When a new man asks for credit I learn the amount he wants, length of time and when he expects to pay. If he does not pay when he promised I go out to his place and find out why. If he cannot pay then I give him another two days, and I ride him until he pays up. I always convince them credit cannot be given on poor promises, but that if a man's word proves to be good he can get a limited amount of credit. Some say this is harsh treatment and that it will lose customers. It has not been the case with me. And very seldom is it necessary to ride them the second time. I have found that good business is nothing more than good business methods. Credit has ruined many elevators. Credit is a good thing but there is a limit to it.

HARRY OYAN, Baltic: We have many outstanding accounts which are impossible to collect. We operate two trucks, and truck out coal and bring in grain. This we have found to be very profitable. We charge 75c, \$1.00 and \$1.25 per ton for delivering coal, depending on the size of the load and the distance hauled.

EARL COREY, marketing specialist, FCIC, Minneapolis, in his talk on crop insurance stated: Crop insurance is an essential factor in the economic life of South Dakota agriculture. Anything that guarantees income, farm income, as crop insurance does, is bound to be reflected in better business, better standards of living and a greater rural prosperity. Already the FCIC has insured 16,511 acres of South Dakota wheat land, guaranteeing the owners or operators a minimum production next year. Mr. Corey also stated that thousands of applications for insurance have yet to be acted upon and disclosed that growers in South Dakota have applied for insurance on almost half a million acres of land, and called attention to the fact that 282,000 acres of land were seeded to winter wheat in the fall of 1936 yet the next year only 113,000 of these same acres were harvested. If all that land had been insured, South Dakota winter wheat growers would have been paid the equivalent of 50% or 75% of the crop from every acre that did not produce a thing in 1936. A campaign is now under way in the state to sign applications for spring wheat. No deadline has been set for receiving spring wheat applications.

W. H. THOMPSON, v.-p., Omaha Bank for Cooperatives, Omaha, explained in detail the handling of loans for cooperative elevators.

#### MERCHANDISING

ALBERT HOVEN, Selby: We have been in business 25 years, and with a large overhead, short crops and grasshoppers, we would have gone in the red had it not been for the

merchandise we handle. We have shown a profit each year, due entirely to side lines. Coal is our best side line. We handle approximately 2,500 tons annually. We sell as much off the car as possible. We advise our patrons when a car is due. In this way we can sell 50c per ton cheaper; it saves breakage and is easier to load. Feed grinding is also a good business, it is a year round business. We have been giving a good quality feed at lower prices. Salt, twine, fencing do not require a great amount of capital. We have built up a good trade in flour. We started on one brand and have stuck with it. We also do a good livestock business. This is all done on a commission basis. Gas and oil, of course, are good.

MR. WETTESTAD: We have done a good merchandising business, but I am not sure we could move to some other community and get same results. Depends on the territory and conditions under which you are operating. We handle everything the average farmer needs. In this way we hold our trade. Lumber sales have been especially good. We operate five trucks. We deliver coal to the country and charge for delivery, the charge per ton depending on the size of the load.

T. W. STILLWELL, Wentworth, and John Oyan, Colman, gave their experiences in merchandising.

R. W. COCHRANE, Leola, and Mr. Kline talked on hedging.

#### FEED GRINDING

MR. CROES: There is not a great deal new in feed grinding. You have a fixed permanent overhead. This is a service which attracts business. We charge 8c per cwt. for grinding, regardless of the amount ground or the degree of fineness.

J. A. ECKLEIN, Arlington: We charge 8c for grinding. We have found feed grinding is an important service for elevators to render. It is not all profit. Some years are better than others, depending upon the crops.

#### Thursday Morning Session

This final session of the convention was presided over by C. A. Woods, Plankinton.

#### STORAGE

WILLIAM KUNZ, Java: We have had no grain to store for five years. When there was a crop and we had room for it we would store.

MR. STILLWELL: In my opinion the Federal law conflicts with the state law.

MR. WOODS: Any elevator accepting grain for store must be bonded, but bonded or not, it is my understanding if a man proffers grain for storage you are bound to store it. I would like to know about this. Several delegates gave opinions on this, and it was clear shown that elevators could not accept grain for storage unless they were bonded, and if grain is offered to an elevator for storage and

#### Officers and Directors South Dakota Farmers Elevator Ass'n



Left to right: Otto Tiede, Parkston, director; Chris Jensen, Putney, pres.; C. G. Anderson, Aberdeen, sec'y; and directors, F. J. Cross, Randolph; W. J. Barrett, Hazel; C. A. Woods, Plankinton; Andrew Nelson, Colman.



it did not have a bond it should refuse to accept the grain or suffer the consequences of storing grain without first being bonded.

MR. WETTESTAD: I do not believe the storage law in its present form can be enforced. It is a contract impossible to carry out.

MR. WOODS: A farmer takes a week or two to deliver 1,000 bushels of wheat. You agree to this arrangement. Who owns the wheat?

I. L. DEMARY, Mitchell: The storage law is impossible to enforce. It is difficult to determine ownership.

M. E. COFFEY, Watertown, who has been a familiar figure at northwestern conventions for many years, extended an invitation in behalf of the chamber of commerce of his city to hold its 33d annual convention in Watertown. The glowing picture of the advantages of Watertown drawn by Milo should go a long way in convincing the directors that Watertown must be given serious consideration.

R. J. PENN and L. M. BROWN, from the State College, read their survey on cooperative elevators in South Dakota. This survey appears elsewhere in this number.

W. J. A. Schoppe, Putney, for the resolutions committee, read the following resolutions which were adopted:

### Resolutions Adopted at Mitchell

RESOLUTIONS adopted at the closing session of the convention demanded that itinerant trucker merchants be made responsible; sought a law making the sale of grain not owned a crime and demanded a fee for collection of mortgages and liens. These resolutions stated:

#### Itinerant Merchants

WHEREAS, itinerant merchants operating in the state of South Dakota are and have been operating on the public highways of this state in violation of the laws of the state, and to the hazard of farmers and legitimate tax paying and law abiding merchants, be it

RESOLVED, that the Farmers Elevator Ass'n of South Dakota petition the legislature of South Dakota to favorably consider and enact into law a bill to license and regulate itinerant merchants to the extent that they pay taxes comparable to those now assessed against legitimate businesses within the state, and assure responsibility to the public for their business transactions and accidents on the highways.

#### Sale of Grain Not Owned Is Crime

WHEREAS, regular grain buyers in established markets have long been imposed upon by thieves who sell them grain they have stolen and have been swindled by others who do not have clear title to the grain they sell to the elevator operator, be it

RESOLVED that we instruct our legislative committee and seek to appeal to members of the state legislature to enact a law making such fraud and misrepresentation a crime punishable by fine and imprisonment, and be it further

RESOLVED that we urge each member and all our officers to work earnestly for legislation that will give all grain buyers in the public markets protection from the impostors who sell farm products to which they do not have a clear title.

#### Collection Fee

WHEREAS managers of elevators are put to considerable trouble and annoyance in making collections when purchasing mortgaged grain, be it

RESOLVED that we favor and urge the passage of a state law providing a collection fee of one (1) per cent of the total amount of the indebtedness on the grain collected for the mortgage, to be paid to the elevator companies.

#### Abstracts of Mortgages and Liens

WHEREAS it is absolutely necessary for the protection of elevator companies in the purchase of grain encumbered by liens, that the operator of each elevator be supplied with an abstract of chattel mortgages and liens on record in the county or counties of his territory, which abstracts have been furnished heretofore by registers of deeds at an almost prohibitive price, therefore, be it

RESOLVED that the officers and legislative committee of this ass'n are hereby instructed to earnestly endeavor to bring about the enactment of a law which makes the furnishing of such abstracts at a reasonable price one of the regular duties of registers of deeds in all counties of our state, similar to the manner pro-

vided in the North Dakota statute on this particular subject.

TRANSPORTATION POSITION: In a resolution on its position regarding the transportation question, the ass'n expressed conviction that "an adequate and efficient railway system is essential" to the interests of agriculture, and that these interests are best served by private ownership of the roads, with reasonable regulation of rates and service, reasonable freedom and flexibility in the acts of railway management, and reasonable retention of competition between railroads.

OTHER RESOLUTIONS adopted tendered thanks to Mitchell as a convention city, to its welcoming committee and officials, to the convention speakers, and to the ass'n officers; vigorously opposed a proposed loan by the Federal Reconstruction Finance Corp. for construction of a pipe line from southwestern gas and oil fields into South Dakota; urged prompt appropriation of federal funds for grasshopper bait; favored scientific research to find new uses and new market outlets for farm products, and urged repeal of the federal Undistributed Profits Tax on industry.

The venerable Chris Jensen was re-elected to the presidency by unanimous vote. Otto Tiede, Parkston, was elected to the directorate from District No. 1 to succeed E. O. Maxwell; Andrew Nelson, Colman, District No. 2 and C. A. Woods, Plankinton, District No. 3, were re-elected.

Adjourned *sine die*.

### The Smoker

Through the courtesy of the grain commission merchants, coal companies, grain elevator supply houses, etc., the visitors were tendered an elaborate buffet dinner Wednesday night. E. C. Hillweg, Minneapolis, acting as chairman for the hosts, welcomed the guests, and turned the gathering over to Ronald Swartz, senior at Dakota Wesleyan University, who acted as master of ceremonies for the entertainment which followed. Mr. Swartz, a gifted young man with an extensive repertoire, kept the audience amused, between song and dance acts which were furnished by the local chamber of commerce.

### Convention Notes

E. W. Mueller represented Diamond Huller Co.

Hart-Carter Co. was represented by Ed. Schatz.

C. H. Townsend represented Duplex Mill & Mfg. Co.

H. C. Modale was the Fairbanks-Morse & Co. representative.

Audrey Lee handled the registration for the Chamber of Commerce.

L. B. Feldman and Fred Douglass represented R. R. Howell & Co.

The Minneapolis market was well represented by its capable crew of solicitors.

Sig Fangan, representing Strong-Mfg. Co., exhibited a Steinlite moisture tester.

Insurance representatives present included R. D. Buck, Grain Dealers Mutual; P. L. Brown, Mill Mutuals; Otto Nelson, Tri-State Mutual.

W. T. Kramer and L. G. Stumbaugh of Superior Scale Co., exhibited a Soweigh grain scale beam and a section of the frame showing the construction of the scale.

Tom Ibberson, T. E. Ibberson Co., Carl Younglove, Younglove Construction Co., R. W. Oglesby and V. M. Zweber were the grain elevator builders' representatives present.

The B. T. U. Club, composed of the representatives of the many coal companies doing business in South Dakota, kept open house, and supplied free lunch and—during the three days meetings.

The world's largest wheat field is said to be at Hardin, Mont., where Thos. Campbell leased 200,000 acres of Indian lands from the Interior Department.

### From Abroad

Italy has reimposed the duty of 28c per bushel on all wheat imported to Apr. 1, 1940.

H. S. Shipton, formerly active in H. S. Shipton & Sons, London, died Nov. 12, aged 76 years.

India may levy a duty of 28¼c per bushel on wheat until Mar. 31, 1940, under a bill introduced in the central assembly.

France has imposed a duty equivalent to 16c per bushel, plus the regular customs duty, on durum wheat for home consumption.

Holland has again raised import duties on cereals except barley 50c per 100 kilograms, disregarding the protest by the grain exchanges of Amsterdam and Brussels.

France—1938 crop estimates reported as follows, with 1937 comparison in parentheses: Corn 848,000 acres (839,000), 25,077,000 bus. (20,256,000); flax 101,000 acres (69,000), 51,767,000 pounds (41,957,000); hemp 9,000 acres (9,000), 11,162,000 pounds (9,776,000)—International Institute of Agriculture, Rome.

Greece 1938 production estimates placed as follows, with 1937 comparison in parentheses: Wheat 35,935,000 bus. (32,375,000); corn 7,834,000 (10,596,000); tobacco 84,943,000 pounds (141,441,000). Area sown to corn estimated at 670,000 acres against 652,000 in 1937.—International Institute of Agriculture, Rome.

The United Kingdom in 1937 imported 65.4 per cent of its wheat imports from countries in the British empire. Canada contributed 35.4 per cent, Australia 23.1 per cent, the United States 3.6 per cent and Argentina 16 per cent. In 1926 the United States contributed 32.4 per cent, in 1929 Argentina 40.6 per cent and in 1932 Canada 44.4 per cent.

Sydney, Australia.—At a conference of premiers and ministers from all Australian states recently it was unanimously concluded that price for flour must be fixed for local consumption which would give the grower 4s, 8d (80 cents) a bushel for wheat consumed in Australia as some compensation for the low and unprofitable price he now is receiving for the bulk of his crop which is shipped overseas. It is estimated that this scheme will give the grower only about 2s, 6d (48 cents) a bushel for his total harvest.

As an effect of the Munich Pact, Germany's growing economic bloc will soon virtually control trade in Central and Eastern Europe, unless the United States and other democratic countries adopt the German barter technique, according to opinions of foreign economic experts received recently by the National Industrial Conference Board. The United States embassy at Warsaw now reports a barter arrangement recently completed between the governments of Poland and Germany for the importation by Poland of \$23,000,000 of German-made industrial machinery in exchange for German purchases of \$23,000,000 of Polish cereals.

Our agent at Buenos Aires cabled us Dec. 3 his first private estimate of the 1938-1939 Argentine flax crop. In his opinion, the surplus available for export will not exceed 59,000,000 bus. This figure is surprisingly low for, altho the present area sown to flaxseed in Argentina is 5.9 per cent below last year and 10.2 per cent lower than the ten-year average, it was thought that growing conditions were so superior that a larger crop would be produced. It will be remembered that Broomhall's estimate of last year's crop was finally placed at 56,600,000 bus. (available for export); therefore, it would appear that the present crop will not be very much, if any, larger than last year's.—Archer-Daniels-Midland Co.



## Farmers Nat'l Ass'n Initiates Education

PRES. OSCAR A. OLSON, of Truman, Minn., called the annual meeting of the Farmers National Grain Dealers Ass'n delegates to order at 10:30 a. m., Nov. 28, in the Hotel La Salle, Chicago.

A. F. NELSON, Minneapolis, Minn., sec'y, made a report on the activities of his office during the year.

PRES. OLSON in his annual address said:

### Pres. Olson's Address

At no time has there been a greater need for strong organization for farmers' elevators, and at no time has there been a greater opportunity to be of service to our members than today.

All our farmers' elevators have become experts in processing, cleaning and mixing of grains in preparation for market. They know milling, malting and feeding values of grains. Many have taken on innumerable side lines, becoming expert merchandisers of products that farmers need; knowing how to grind and mix the best feeds at the lowest cost and render many other valuable services to our customers.

**Social Security Costs.**—We should view with concern the effect of pyramiding the social security costs on the products the farmer buys, and its being subtracted from the products he sells, with the result there is a material widening of the spread between producer and consumer. This is also aggravated by higher transportation costs, so that the farmers buying their products on a high market and selling on a low, which cannot long continue without having a bankrupt agriculture.

**Trade Agreements.**—We sincerely hope that the recent reciprocal trade agreements with Canada and Great Britain will stimulate industrial interests enough to more than offset the lowering in tariff and quotas on cattle, hogs, milk, cream, rye, barley, potatoes and other farm products.

As much as the farmer, our government and others are opposed to the pegging of grain prices at the cost of production, plus a reasonable profit, which should mean the complete regimentation of agriculture, there is a fast-growing movement among farmers and politicians that this should be the next step to bring back farm prosperity. This would mean inflation of monetary values, much higher living cost to the consumer, making necessary considerable raises in wages, as well as the cost of products the farmer has to buy.

**Side Lines.**—We must also recognize that we are living in a machine age, and if we get into a cycle of wet years, that grain is going to be produced on the cheap lands of the Dakotas, Montana, Kansas, Nebraska, Oklahoma, Texas and other states of the west, on large farms with the use of modern agricultural machinery, at costs of production so low that the farmer in the Mississippi Valley states will have further to diversify and depend more on livestock products. This is going to reduce the receipts of grain in these states, and our elevators will have to depend more on side lines than ever and add additional services to keep their present prestige in the community.

The recent election is very gratifying as indicating a swing to more conservative principles of government, and here is hoping we may see the necessary co-operation between all interests to bring about permanent prosperity.

W. L. WOODFIELD, of Lafayette, sec'y of the Indiana Farmers Grain Dealers Ass'n: The ever normal granary idea is not new. Storage and lending has been going on for years. It may be advisable to have some form of limitation of production. The ever normal granary program has never worked and never will work. In the northwest section of the state we have corn. In the other end of the state we have wheat, and the farmers did not cut production but used more fertilizer.

Not many sealed their corn to borrow money on it, but this year with corn selling at 36c we can sell at 57c by sealing, which is an easy way to make 21c. It looks like wheat production is going to be on the increase, as farmers are using three times as much fertilizer. The scheme does not satisfy even the beneficiaries.

C. H. CONAWAY, Fargo, sec'y, North Dakota Farmers Grain Dealers Ass'n: We are worse off now than when we started to experiment. Crop insurance against hail was tried many years ago in North Dakota and

it failed, the state paying the resulting deficit. In North Dakota 40 per cent is insured, but the majority of the folks are willing to let the government pay the bill. Another weakness is that the man who needs crop insurance most can not afford it. I think crop insurance is the least of all the evils embodied in the A. A. A. The producer is going to have to pay the expense of this program whether he wants to or not.

LAWRENCE FARLOW, Bloomington, Ill., sec'y, Illinois Farmers Grain Dealers Ass'n: The first corn loan was made in the fall of 1933 at about 35 cents. The market went up and the farmers were able to sell and pay off the loan, creating a favorable opinion of the loan policy. This year we have the loan about 17 cents above the market for corn in cribs, so there will be a large quantity placed under seal. In 1933 we operated in Illinois under the state farm warehouse act, so farmers easily obtained a loan. This fall the government made a regulation that the corn must be handled under the U. S. Warehouse Act. Corn in the elevator will not be accepted. It must be on the farm. Less than 10 per cent of the companies in Illinois are licensed warehousemen.

Great difficulty has been experienced by some in getting billing. One company had to wait a week for billing. One company had six cars on track waiting for billing at one time, delaying the loading of four cars of their own. There is some argument as to who is to pay the demurrage. It may be necessary to go into the contract more carefully next year as to conflict between the state and federal laws.

We had a protective tariff that raises the price of the things the farmer has to buy; as an offset the A. A. A. is distributing \$500,000,000 among the farmers.

FRANK PYLE, Van Buren, Ind., pres., Indiana Farmers Grain Dealers Ass'n: I believe we come under the interstate commerce clause of the wage and hour act. I do not believe we will know how country elevators are affected until suits have been filed to settle disputed points.

I believe it is all right to have shorter hours. If we keep open until 9 o'clock at night, someone will be sure to come in at 9. When the law went into effect our country bank closed on Saturday to get from under the law, so we had no banking facilities Saturday afternoons as formerly. Now we have gotten used to it. We can do all the work we have to do in 8 hours; but the drafters of the law did not consider the added cost of more employees.

MR. CONAWAY: The wage and hour act is of no advantage to the laboring man.

MR. FARLOW: I don't see where the administrator has any right to put a limit to the number of employees.

FRANKLIN S. BETZ, Chicago, Ill., read an interesting paper on "Past, Present and Future of Farmers' Elevators," calling attention to the present dangers due to lack of education, lack of interest, tendency to use the farmers' elevator for selfish personal ends, erroneous conception of the primary purposes of the local companies, political ambitions of both insiders and outsiders, lack of the spirit of co-operation, imposition by the ignorant in management, failure to reward capable management in a substantial way, injection of crack-brained unworkable ideas, and loss of prestige.

"Here are ten sores that need expert medical attention in the near future if we are to maintain our existence," he said, and on the failure to reward able management he said:

Many an able business man has been lost to the farmers' elevator movement thru failure in one way or another to recognize their worth. In a lot of instances, shrewd independent business men have recognized the value of a good man and for a few dollars' difference in the price he has left the movement. We have all seen these things happen again and again. It stands us in hand to maintain the valuable personnel of the managers of our movement.

What's a man worth? I have often been asked what they ought to pay a manager at a local elevator, or what others are paying. I grant that there is a limit, but a man is worth what he can do for the concern. In some instances \$10,000 wouldn't be too much to pay a manager. There have been some fizzes as managers, and in some instances, a board has tolerated a poor manager far too long. But a good man is worth a good salary. He is worth as much to the farmers' elevator as he is to the man who takes him away.

T. E. SULLIVAN, Omaha, representing a casualty insurance company, made a detailed report on the insurance written in the several states, reporting the premiums earned and the rates. He said bond losses are due to lack of auditing services at set times, the work not being given proper supervision.

MR. BETZ moved that a prize be offered to high school students for an essay on the value of the country elevator to the community, but before consideration the meeting adjourned to visit the stock show.

Tuesday morning the discussion of the educational program was renewed, taking the form of a plan to co-operate with the state ass'ns in offering prizes in each state of \$50 or more to high school students for essays, which was adopted.

L. E. RILEY, Pleasant Plains, Ill., pres. of the Illinois Farmers Grain Dealers Ass'n: Nothing is more definite in this age than change. Governments change. Elevators change. The process has been speeded up in our time. The characteristic of this 1939 age is speed.

We have to educate the people to come our way. We put in hammer mills, feed mixers and seed cleaners and made ourselves a community service institution.

We need a more uniform and continuous income. Modern methods of harvesting with combines, motor trucks and concrete highways force the grain thru the elevator in a very short time.

MR. BETZ: The portable mill menace is all over with.

MR. NELSON: Out our way they are abandoning the portable mill to the scrap heap.

MR. PYLE: I think one of the principal duties of the elevator operator is to sell the value of his facility to his own town population.

MR. OLSON: We have made it a point not to compete with local capital. To handle farm machinery as a sideline you have to have a good credit manager, one who is Scotch all the way thru.

MR. OLSON: We should have our meetings a day later to get the reduced passenger rate.

On his suggestion it was the consensus of opinion that the annual meetings begin on Tuesdays.

MR. NELSON'S report as treasurer showed receipts during the year of \$4,571.12 and expenses of \$4,411.03, leaving a balance of \$160.03 unexpended.

MR. CONAWAY presented the following resolutions, which were unanimously adopted:

### Rail, Highway and Water Rates

Whereas, economical transportation of farm products and farm supplies constitutes a large integral factor in the costs that obtain between producer and consumer, and

Whereas, there is a great deal of inconsistency existing in the regulation of the rates of the various agencies of transportation, and augmented by subsidies of highways and waterways, therefore be it

RESOLVED, that we urge the government bodies, fixing rates and regulating traffic, particularly the Interstate Commerce Commission,



to work out some plan which will more equitably adjust the rates by rail, highway and water, and in the end preserve for us the indispensable railroads which have served to make and build up our great nation.

#### Education

RESOLVED, that we urge the holding of meetings in the communities in which farmers elevator companies exist with a sufficiently attractive program to induce the younger farmers to attend and where they can learn of the importance of maintaining the ground the farmers elevators have gained in the last generation.

#### Farm Aid

Whereas, it is becoming increasingly evident that control of production and the theory of scarcity as a relief for agriculture is inadequate to meet the needs of the producer in his quest for a fair share of the nation's income,

THEREFORE, we urge Congress to enact such legislation that will encourage the manufacture and national use of industrial alcohol to be blended with motor fuels, as an effective means of surplus control.

#### Dishonest Truckers

Whereas, there has been such a general practice on the part of itinerant truckers to operate dishonestly with all sorts of devices to defraud and cheat, be it

RESOLVED, that we get some sort of urgent appeal, especially to managers of our farmers elevators to be on their guard to protect the companies which have been entrusted to their care and operation to meet such situations with caution, by presenting to them such facts as have been brought to light in these dishonest practices.

#### Abolish Tax on Undistributed Profits

Whereas, the Undistributed Profits Tax law has retarded business recovery by discouraging the quest for profits,

THEREFORE, we recommend the immediate repeal of the present federal law known as the Undistributed Profits Tax relating to industry in general.

OFFICERS elected for the ensuing year are L. E. Riley of Pleasant Plains, Ill., pres.; Frank Pyle of Van Buren, Ind., vice pres., and A. F. Nelson, sec'y-treas.

MR. NELSON moved that the state ass'ns use their influence to have the directors attend the annual meeting. Carried.

In attendance were all the directors of the Illinois Ass'n, also Vice Pres. Chas. Holz of Buckley, H. A. Henrichs of Cerro Gordo, F. Clark Wallbaum of Pleasant Plains, Chris Jensen of Putney, S. D., and W. W. Pearson of Reynolds, Ind.

## Increase of 1,659,000 Acres of Corn in Cotton States

Decatur, Ill., Nov. 26.—The country movement of corn is very restricted. What the final outcome of the holding attitude of growers will be, time alone will tell. The corn acreage this year in the eleven cotton growing states shows an increase of 1,659,000 acres, which means that the surplus corn states stand to lose that much more of a market for their crop. The thinking farmer can see his corn growing moving southward and with it livestock feeding at a lower production cost.—Baldwin Elevator Co.

## Bee-fly Destroying Grasshopper Eggs

With reference to the grasshopper plague which seriously affected crops in Canada and the western growing district of the Northwest last year, encouraging news has been received from the Manitoba Grasshopper Committee, which is cooperating with the U. S. Department of Agriculture and Bureau of Entomology. It appears that the grasshopper damage to crops in the southwestern corner of Manitoba has been reduced fully 50 per cent due to a parasitic attack on the grasshopper eggs. The parasite is a bee-fly which lays its eggs in the grasshopper egg pods. These eggs hatch into small larvae which will eat the grasshopper eggs in the pod. This fly has also been active in southeastern Saskatchewan and in North Dakota, reducing the potential grasshopper damage in these areas. Furthermore, the mild weather in October hatched out a good many grasshoppers which will perish during the winter months.—Archer-Daniels-Midland Co.

## Situation of Wheat in Canada

Major H. G. L. Strange of Winnipeg, Man., director of research for the Searle Grain Co., appeared on the platform Nov. 30 as lecturer under the auspices of the new Grain Exchange Institute, in the Board of Trade building, Chicago.

Introducing Major Strange, M. R. Glaser of the Institute referred to his outstanding achievements in crop improvement.

Beginning with the first shipment of 875 1/6 bus. of wheat from Winnipeg in 1876, Maj. Strange traced the development of wheat growing in Canada, how a handful of seed from a ship unloading in Scotland was sent to a farmer in Ontario named Fife, from which came the red fife that made the Dominion famous, the first shipment of this new wheat, 1,000 bus., in 1888, by its superior quality creating a great and unsatisfied demand that expanded the acreage until a few years ago Canada became the greatest exporter of wheat.

"In 1928 Canada exported half a billion bushels, the largest in the history of the world in one year," he said.

"Fife wheat became the parent of Marquis and the grandparent of Thatcher, grown in



Major H. G. L. Strange, Winnipeg, Can.

the rust areas, all from the handful of wheat sent by the Scot to his brother Fife at Otonabee. And the Scotch gave it for nothing. Most of us are too indifferent to read history.

"The whole of Western Canada depends almost solely on wheat.

"Over a period of 20 years rain will average up in Canada.

"In 5,400 years of recorded history rust has been the problem, in Egypt, the Orient and Roumania. This year for the first time rust need not take toll of the wheat crop. Plant breeders of 7 different countries, co-operating, have been able to produce Thatcher wheat, released by the Minnesota Agricultural College, saving one year \$38,000,000 for the farmers of Canada.

"Our laboratory at Winnipeg has developed Apex and Renown.

"We are using fertilizer that strengthens the roots of the plant.

"It is a serious problem for Canada to have to export 4/5 of the wheat crop, our problem of production having been solved. Our whole standard of living depends on putting into production that 24,000,000 acres. Can we sell that 250,000,000 to 300,000,000 bus. a year?

"I have no comment to make on markets, prices and marketing methods. They should be kept distinct. Can we persuade the world to buy the wheat?

"Why has the demand by importing countries shrunk from 800,000,000 to 540,000,000 bus.? If the people were eating as much wheat as formerly we would need 400,000,000 bus. more than

we are producing. Fifty per cent of the people in the civilized countries of Europe are under-nourished."

Maj. Strange complimented Sec'y of State Cordell Hull for his steps in removing trade barriers. He said "If goods don't cross frontiers armies will." (Applause.)

## Strange Heads Sowing Circle

Major H. G. L. Strange, Winnipeg, Can., who receives credit for originating the Canadian plan for wheat improvement, was appointed chairman of a group of commercial crop reporting and improvement interests named the "Sowing Circle," during the annual meeting of the International Crop Improvement Ass'n, at the Morrison Hotel, Chicago, Nov. 29-30.

Fred Dines, of the Department of Agronomy, Oklahoma A. & M. College, who has charge of crop improvement work in which Oklahoma grain dealers and millers co-operate, was made sec'y.

Purpose of this group is to communicate regularly with each other and pass along the ideas that each develops for crop improvement, thus spreading more quickly the gospel of bigger and better crops, and continued improvement in the quality of grains grown.

Once each year the group will hold a meeting, probably in connection with the annual convention of the International Crop Improvement Ass'n, with which each member of the "Sowing Circle" is directly or indirectly associated in some manner.

## Texas Will Regulate the Gypsy Truckers

The grain trade in Texas is becoming duly alarmed over the immense increase in truck tonnage this year as compared to recent years, as statistics are most alarming and call for drastic action or else the entire grain structure will be disrupted.

The nearest wheat fields to Houston, Tex., are at least 250 miles, and in fact, 500 miles before any real producing section is reached. Yet this past season there has been trucked into Houston over 250,000 bus. of wheat, while in former years this amount has been most negligible and of no consequence.

Dept. of Agri. Crop Report shows the grain sorghum crop in Texas this year about the same as last year, but a study of receipts at Ft. Worth and Amarillo is the cause of grave concern and anxiety. For with 51,000,000 bus. produced in Texas this year there has been inspected at Ft. Worth since Sept. 1st, 67 cars of threshed milo and kaffir, and 109 cars of heads, while last year for the same period there were 360 cars of threshed grain inspected, and 313 cars of heads.

Amarillo reports that for October, 1937, they inspected 72 cars of grain sorghums, while the past October they had only 8 cars. In November, 1937, they inspected 209 cars; while November 1st to 18th this year they inspected only 12 cars.

Anyone conversant with conditions or who has been in the producing sections can easily substantiate the statement that this big decrease in rail movement is chargeable solely to a similar increase in movement by trucks, as our members in the producing sections advise me it is almost unbelievable that there could be as much movement by trucks as they observed in this territory.

These trucks are hauling this maize from 2 to 600 miles, going as far as Denver, Colo., and Kansas City; while the consuming markets in Texas have almost discontinued purchasing in carload lots.

Mr. G. E. Blewett, sec'y of the Texas Grain and Feed Dealers Ass'n, advises that they are now drafting a bill that will serve to control license and tax the itinerant truck peddler. It has the support and cooperation of all trade organizations in the state.



# Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

## CALIFORNIA

San Francisco, Cal.—The Associated Feed Dealers of California met at the Palace Hotel Dec. 9.

Tres Pinos, Cal.—A warehouse operated by the Lathrop Hay & Grain Co. was destroyed by fire Nov. 29. Loss, \$7000.—W. H. B.

San Jose, Cal.—A large safe in the office of Gunther Bros. Feed Co. was hauled away Dec. 2 and looted of \$400 by burglars.—W. H. B.

San Francisco, Cal.—The Globe Grain & Milling Co. declared a dividend of 40c a share on capital stock, payable Nov. 26. At the end of 1937 the company paid a dividend of 50c a share, the last previous payment made.

Etna, Cal.—C. A. Posey, wife, son and daughter-in-law have bot the flour mill operated by C. Robinson and owned by Mrs. Rose Parrott. Mr. Posey has completely overhauled the mill and started operations. He will handle grains, flour, cereals, chicken and stock feeds, and will buy locally. The Poseys are experienced millers.

Van Nuys, Cal.—Pending rebuilding of the Fernando Valley & Supply Co. plant here, which was destroyed by fire Nov. 5, G. G. Speere, president of the company, said operations of the company will be transferred to another of the company's plants where the 30 men employed in the wrecked structure will be employed.

Stockton, Cal.—Export barley inquiry is much better than for some time altho business has been restricted somewhat by a rather sharp drop in the value of the British pound sterling. Sales of barley for coast breweries were mostly of good shipping barley from Southern San Joaquin and coastal counties and were around \$1.15 delivered in Los Angeles.—W. H. B.

Le Grand, Cal.—The store, mill and warehouse of the Le Grand branch of the Farmers Warehouse & Feed Co. has been leased by C. W. Southward, who has been manager of the branch for the last three years. During that time he has almost entirely rebuilt the milling and grain cleaning units and has installed efficient seed treating equipment. Recently a 40 ft. beam registering Fairbanks Scale was installed.

## CANADA

Islington, Ont.—Jefferson's Flour & Feed Mill was destroyed by fire recently.

Acton, Ont.—The D. A. Lindsay flour mill has been enlarged to 125 bbls. per day by the installation of new units.

Ottawa, Ont.—Industrial hygiene was discussed, particularly as to grain handling on ships, spray-painting and sand-blasting, at a conference held here Dec. 6 and 7.

Fort William, Ont.—Slight damage resulted from fire in the basement of the Electric Elevator the night of Nov. 29. The building is occupied by the McCabe Elvtr. Co.

Fort William, Ont.—Convicted on a charge of stealing wheat from a C.P.R. box car recently, a youth was sentenced to serve one day in the district jail and was fined \$25 and costs or two months.

Calgary, Alta.—The proposal that Alberta Wheat Pool amalgamate with the United Grain Growers to form a "three-province-wide" organization to handle grain on the prairies has been turned down, it was announced Nov. 25 at the annual meeting of the Alberta Wheat Pool.

Calgary, Alta.—At the annual meeting of the United Grain Growers, Ltd., held here early in November, R. S. Law was unanimously re-elected president and general manager; D. G. McKenzie of Brandon and John Morrison of Yellowgrass were unanimously re-elected first and second vice-pres.; directors elected to fill four vacancies on the board were John Morrison, W. C. Mills and Mr. Collyer of Regina and J. Stevens of Mearns, Alta.

Battleford, Sask.—Bishop Milling Co. recently increased its capacity 55 per cent by installation of new machinery.

Kenora, Ont.—The plant of the Maple Leaf Milling Co. here was totally destroyed by fire the night of Nov. 21, causing damage of more than \$500,000 and putting between 50 and 60 workers out of employment. The seven-story mill and warehouse was the pioneer plant of the company; the mill had a capacity of 3,000 bbls. a day and in normal times employed 100 men. Cause of the fire, which broke out on the top floor of the mill, is unknown. Whether or not the mill will be rebuilt has not been decided.

## COLORADO

Fort Collins, Colo.—The Strang Grain Co. is installing a Clow-Winter Direct Connected Geared Head Drive.

Longmont, Colo.—The Longmont Flour Mills have installed a large cement tank in the basement of the mill, capable of holding a tank car of corn molasses. We have also installed three corn cribs for ear and snap corn. There is a big demand for ground ear and snap corn with corn or cane molasses in this feeding territory.—R. F. Palmer, ass't mgr., Longmont Flour Mills.

## ILLINOIS

Moline, Ill.—Joseph E. Kern, employe of the Montgomery Elvtr., died Nov. 13.

Clifton, Ill.—B. J. Wallace, local grain dealer, has installed an electric corn grader.

Ashkum, Ill.—The Ford-Stout Grain Co. has installed a new 9 x 24 ft. truck scale.

Mount Sterling, Ill.—The Stewart Feed Mill has moved to a new location on West North St.

Flora, Ill.—J. M. Richardson has installed feed grinding equipment in a new building south of his home.

Stronghurst, Ill.—The Stronghurst Grain & Merc. Co. has installed a new 14-inch 5-ply rubber covered elevator belt.

Ransom, Ill.—The Farmers Elvtr. Co. is electrifying its new plant, replacing the engine power in use for many years.

Sycamore, Ill.—Geo. Thompson is equipping his elevator with new Atlas Rubber Covered Bucket Belting and Calumet Cups.

Gridley, Ill.—Recent improvements made by the Eureka Milling Co. include a Nickle Hammer Mill Feeder with variable flow control.

Ridge Farm, Ill.—The Ridge Farm Co-operative Elvtr. Co. elevator has been sold to the Federal North Iowa Grain Co.—L. Truman.

Champaign, Ill.—Reinforced concrete storage tanks of 310,000 bus. storage capacity are being added to Swift & Co.'s soy bean plant by the Jas. Stewart Corp.

Pleasant Plains, Ill.—Wash Hagen has resigned as manager of the Pleasant Plains Elvtr. Co. elevator, to take effect Jan. 1. He took over management of the plant in May, 1935.

High winds in November caused small property losses to the Rudy-Huston Grain Co. of Dudley, Ill.; M. D. King Milling Co., Pittsfield, and Ph. H. Postel Milling Co. of Mascoutah.

Weston, Ill.—We recently built a new office and are now installing a new 10-bu. Richardson Automatic Scale in our West Elevator.—W. W. Lühring, mgr., Weston Grain Co., Co-operative.

Crossville, Ill.—S. R. Stanley & Sons have purchased the Igleheart Grain Elevator. New machinery is being installed and the plant is being remodeled, operations to start in the very near future.

Carlinville, Ill.—E. H. Bills, manager of the Macoupin County Farm Bureau Feed Co., a subsidiary of the Farm Bureau, recently resigned to take up duties with a St. Louis lime company in Jerseyville.

Ritchey, Ill.—N. F. Butterfield recently completed the enlarging and remodeling of his office. The exterior is made fire proof, both roof and sides, with asbestos shingles. The interior is finished with new wood.

Millersville (Aledo p.o.), Ill.—Sylvester J. Miller, 90, many years postmaster and owner of a grain elevator here, died Nov. 30 at the home of his son, Albert Miller, in Corbin, Kan. The funeral services were held here.

Melvin, Ill.—The north wing of the Arends & Son elevator is being taken down and the lumber will be used elsewhere by the owners. Since the discontinuance of storing grain this part of the elevator has not been in use.

Woodstock, Ill.—William G. F. Lehman, 60, eldest partner in the William Lehman & Sons feed store, died Nov. 24. Mr. Lehman had been in the feed business here for the last four years, having taken over the business of the late Edwin Meyer.

Urbana, Ill.—Construction of additional storage bins by the Swift & Co. soybean mill, designed to double the capacity of the plant, has been started, work being done by James Stewart Corp., builders of the original plant. The new building is expected to be completed by March 1.

Paris, Ill.—Kenneth Griffin, employe of the Illinois Cereal Mills, Inc., was critically injured Nov. 29 while dressing a belt at the mill. Alone at the time of the accident, it is believed he became caught in the machinery. He sustained a fractured skull, a severe eye injury and fracture of one arm in several places. It is feared the arm may have to be amputated. He was found unconscious. The Illinois Cereal Mills suspended plant operations Nov. 15 for an indefinite period, the first time in over four years. Decrease in the demand for cereal breakfast foods was given as the cause for the shut down.

Fairmount, Ill.—A dust explosion the afternoon of Nov. 11 at the Federal-North Iowa Grain Co. elevator knocked out windows at the top of the elevator and bent the steel columns inside the building. W. C. Gephart, 55, employe of the company, was unloading a truckload of corn for Don Comer when the explosion occurred, and Bobby Bratton, son of Dr. R. L. Bratton, was near by. Gephart's clothing was afire as he ran from the elevator and young Bratton was knocked out of the elevator door by force of the blast. Both were taken to hospital, Gephart seriously burned. Comer escaped with minor burns. The elevator fire was extinguished with but little damage resulting.

Lawrenceville, Ill.—S. R. Nigh has been appointed temporary receiver of the Horner Elvtr. & Mill Co., closed Nov. 19 by Judge Blaine Huffman, and no business will be transacted until an inventory now being made is completed. W. C. McMichael has been manager since the business was taken over by St. Louis interests several years ago. The foreclosure was ordered by virtue of a note and mortgage dated Sept. 6, 1934, due in five years, for the sum of \$20,000. The note is a part of the trustee assets of the Farmers State Bank and the final action was taken by L. G. Gee, S. R. Nigh and J. S. Young, Jr., when the company failed to make its payment of principal and interest.

New Boston, Ill.—Hod Ogle of Keithsburg and his cousin, Orin Ogle of New Boston, have completed arrangements and let the contract for a large grain elevator to be erected on the river front here. The estimated cost of the project, which is now under way, is between \$15,000 and \$25,000, and is to be completed, by term of contract, within a year. The site for the building is located north of the ferry landing and will be reached by a road on the top of the river bank. Docks will be built to accommodate the barges upon which the grain will be shipped to New Orleans, La. A gravity system will be used to load the grain on the barges. Mr. Ogle now operates an elevator on the railroad in New Boston and Hod Ogle is a dry goods merchant in Keithsburg.



Bloomington, Ill.—Daniel F. Rice & Co. of Chicago, well known to the grain trade, recently opened a branch office in the Unity building under the management of A. H. Ellis. The company also operates branch offices at Champaign, Hoopeston, Princeton, Rochelle and Peoria and the Rice elevator at Decatur.

Piper City, Ill.—Bloice W. Cunningham, manager of the Cunningham Grain Co., died Nov. 22 of injuries received in an automobile accident early the morning of Nov. 20. Robert Bradbury, Jr., 27, of Roberts, companion and employee of Mr. Cunningham, was killed in the accident. The car in which the men were riding hit a concrete abutment east of here on route 24. Hours later a truck driver found the two men unconscious lying in a ditch beside the wrecked car.

#### CHICAGO NOTES

The Rogers Grain Co. recently filed articles of dissolution in Chicago.

Two 750-bu. per hour Randolph Oil Electric Grain Driers are being installed in the Rialto Elevator. H. G. Onstad has the contract.

A membership in the Board of Trade was sold for \$1,500, the lowest price since 1914, and \$300 below the preceding transaction Nov. 22; it compares with a 1938 high of \$4,100. Posted offers of certificates were \$1,700, and highest bid at \$1,525.

A fire in an abandoned engine house of the Rock Island Terminal Elevator Co. at 93rd and Harbor ave. on the banks of the Calumet river Dec. 7, was extinguished before it could spread to a nearby elevator containing 900,000 bus. of grain.

At the Dec. 5 monthly meeting of the mid-west section of the American Ass'n of Cereal Chemists a very fine illustrated talk on insect control in food plants was given by H. R. Rich, who was formerly entomologist and lecturer at Field Museum.

Peter J. Maloney, 63, for many years a Chicago and New York broker, died early Dec. 3 in his home in New York City. A native of Chicago, he was formerly a member of the Chicago Board of Trade and at the time of his death was a member of the New York Stock Exchange.

A 2-unit Hess Drier of 15,000 bus. capacity in 10 hours is being installed in a new concrete building at the Rock Island Elevator operated by the Continental Grain Co., replacing an old drier of the same make, by the John S. Metcalf Co., which is also remodeling the office and welfare building.

Albert J. Kemper, 64, owner of a hay and feed store on North Halsted St. and a member of the Board of Trade since 1914, was shot and critically wounded Dec. 9 when four robbers held him up in his store. Mistaking the ringing of the phone bell for a burglar alarm, one of the hold-up men shot Kemper, the bullet puncturing a lung. The bandits escaped with \$100.

Petitions for nominations as officers of the Board of Trade are as follows: Barnett Faroll, for president; Orrin S. Dowse, first vice pres.; Edward A. Green, Charles V. Essroger, Thomas J. Friel, George H. Tanner, Adam J. Riffel, directors; Earl M. Combs, Philip A. Copenhaver, Raymond A. Gerstenberg, Frank Haines, James S. Schonberg, for arbitration com'te. The election will be held Jan. 9.

Dr. John H. Parker, director of the Southwest Wheat Improvement Ass'n, and a leading authority on methods for developing new wheats, discussed southwestern hard winter wheats, and crop improvement programs of the past and the present, before members of the Grain Market Analysts Club the night of Nov. 26, in the Board of Trade Building. Dr. Parker, a former plant breeder and agricultural instructor with the University of Kansas, at Manhattan, is now in charge of his ass'n's 31 county test plots scattered thruout the state of Kansas, and is doing an effective job of improving the quality of hard winter wheats grown by the farmers thru application of the Canadian crop testing plan.

The Chicago Board of Trade directors Nov. 22 ordered posted for ballot vote a proposed rule change which would permit cash and futures trading in cottonseed oil. A special com'te of which J. C. Wood is chairman and Barnett Faroll and E. T. Miller members, has been studying the subject since 1935. They see favorable possibilities for such a market located here. The unit of trade would be in contracts calling for delivery of 60,000 lbs. under the proposed rules.

Memberships of the Board of Trade transferred include the following: estate of John H. Watson; Roy O. McKenna; estate of Thos. F. Barrett; estate of Charles H. Sullivan; estate of John J. Rammacher; Alexander M. Stewart; Samuel R. Pruyn; Harry J. Sullivan; Louis P. White. Admitted to membership were Carl M. Newberry, Producers Grain Corp., Amarillo, Tex.; Michel Fribourg, Continental Grain Co., Chicago; Hulbert J. Malchow, Chicago. George A. Aylsworth of Kansas City, Mo., has applied for membership in the Board on transfer of the certificate of Richard Ulmer of New York.

#### INDIANA

Lafayette, Ind.—The Indiana State Corn Show will be held at Purdue January 9 to 14.

Brook, Ind.—The Standard Elevator Co.'s elevator office was damaged by fire Dec. 8.

Lebanon, Ind.—Ben Herr, well known grain dealer, was elected a member of the Senate at the recent election.

Liberty Mills, Ind.—Clay Syler recently installed a one-ton Kelly Duplex Feed Mixer and a new sheller.—A. E. L.

Indianapolis, Ind.—The Colorado Milling & Elevator Co., Colorado, corporation, has amended its articles of incorporation in Indiana.

Warren, Ind.—Farmers Exchange has purchased the local elevator. No change in management will take place, however, until Jan. 1.

Boone Grove, Ind.—The Boone Grove Grain Co. has amended its articles of incorporation increasing the capital stock to 250 shares common of \$100 par value.

Elnora, Ind.—Officials of the Odon Milling Co. at Odon, Ind., are undecided whether to rebuild the firm's Elnora elevator which was destroyed by fire recently.—W. B. C.

New Harmony, Ind.—A. C. Thomas, who for many years owned and operated a grain elevator here, is slowly recovering from injuries received in an automobile accident.—W. B. C.

Gings (Rushville p. o.), Ind.—The Gings Elevator is now in full operation under new management. The elevator carries a full line of farm feeds and coal, in addition to buying grain.

LaFontaine, Ind.—The Farmers Co-operative Co. recently added a new hammer mill with 40 h. p. motor, in addition to the 60 h. p. hammer mill. Both mills are used for general purposes.—A. E. L.

Waynetown, Ind.—Theodore H. Boldt (85), who for many years was engaged in the milling and grain business at Waynetown, died recently at Crawfordsville. He had been in failing health for several months.—W. B. C.

Oakville, Ind.—The Farmers Elevator Co. is building a new feed mill and warehouse unit, 40 x 48 ft., attached to the elevator. The hammer mill and other feed equipment will be transferred from the elevator to this new building.—A. E. L.

Southport, Ind.—The Farmers Co-operative Co., rebuilding its plant destroyed by fire some time ago, is installing a No. 50 Blue Streak Hammer Mill, with electric magnetic separator, the mill to be driven direct by electric motor, and a Blue Streak Corn Cutter and Grader.

Boonville, Ind.—Kenneth H. Weyerbacher has been named trustee of the Boonville Milling Co., replacing William J. Weeck, who resigned some time ago. The trustee has charge of the first mortgage on the property which covers bonds issued by the company. The mills sustained a small windstorm loss Nov. 4.

Earl Park, Ind.—Harry Garrison of the Garrison Grain Co. died suddenly of a heart attack Nov. 28 while on a vacation in Texas. Mr. Garrison had not been in active management of his business during the past few years, leaving that responsibility to his son, Kenton J. Garrison. He was a member of the Indiana Grain Dealers Ass'n and a regular attendant at its conventions.

Brookville, Ind.—Elmer Strohmer, owner of the Strohmer Feed Market & Hatchery, held his official opening in his new location in the Robinson building Saturday, Nov. 26. Latest methods of feed grinding, poultry and animal husbandry, were demonstrated. A program of music and contests, with gifts presented all present, was enjoyed.

Fort Wayne, Ind.—D. W. McMillen, founder and president of the Central Soya Co., Inc., and the McMillen Feed Mill, Inc., has been elected chairman of the board of directors of both corporations, remaining chief executive officer of the companies. Roy Hall, formerly executive vice president, has been elected president of the companies, and D. W. McMillen, Jr., was elected executive vice president. The executive staff has been expanded, the following having been advanced: Robert P. O'Brien, vice pres. of the Central Soya Co. and the McMillen Feed Mills; D. J. Bunnell, vice pres. of Central Soya Co.; C. H. Hendrix, vice pres., McMillen Feed Mills; H. C. Offut, vice pres., Central Soya Co.; S. W. McMillen, sec'y-treas. of the two companies, and E. T. Schele, ass't sec'y-treas. of the two firms.

#### IOWA

Sioux City, Ia.—Sam Mason left Dec. 10 for a four months' vacation in Florida.

Pella, Ia.—B. J. Brom and son, Raymond, are opening a new feed store in Pella.—L. A. G.

Bristow, Ia.—The Pooley Elevator Co. is completing a corn crib 7x40 ft. at its local elevator.

Emmetsburg, Ia.—The Kerber Feed Mill has installed new molasses feed mixing equipment.

Milo, Ia.—The Ervin Lumber & Grain Co. is equipping its elevator with new Atlas Rubber Covered Bucket Belting.

Swea City, Ia.—L. O. McNeill has leased the Butterworth building and will retail feeds for livestock and poultry.—A. G. T.

Stacyville, Ia.—The Stacyville mill has started operating with the aid of the mill stream. Albert Webber is the owner.—A. G. T.

Cedar Rapids, Ia.—The Wilder Grain Co.'s 100,000-bu. concrete storage addition and head house has been completed by the John S. Metcalf Co., which prepared the plans.

Fairbank, Ia.—Jesse E. Ford, 60, living near here, was killed Nov. 17 when his clothing caught on an elevator shaft while he was unloading corn into a crib. His neck was broken.

Gilbert, Ia.—Offices and warehouses of the Leland Dawson and Gilbert Co-operative Co. elevators were entered the night of Nov. 18 and a small amount of loot secured. No cash was taken.

Britt, Ia.—The Anderson Products Co., Inc., has been incorporated, capital stock, \$10,000; to deal in cereal products. Delmer Anderson is president of the newly organized company.—Art Torkelson.

Cedar Rapids, Ia.—The 250,000-bu. elevator for the Honeymead Products Co. has been completed by the John S. Metcalf Co. A truck dump and a Fairbanks Scale are included in the equipment.

Thor, Ia.—T. S. (Tom) Rogdo, who has been manager of the Farmers Elevator Co. elevator for many years, passed away Nov. 29. His many friends in the trade will sympathize with his family.—Art Torkelson.

Burt, Ia.—O. P. McDonald, for many years in the grain business at this station, a member of the firm of Siler & McDonald, died Nov. 29. His son, C. E. McDonald, is with the Terminal Grain Corp., at Sioux City.

Dike, Ia.—Clifford Gregory, formerly second man at the Farmers Co-operative Ass'n elevator at Ralston, has been appointed manager of the Farmers Co-operative Co. elevator here. He took active charge Nov. 30, succeeding Peter Greenfield, who resigned and has moved to Harcourt.—Art Torkelson, with Lamson Bros. & Co.

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Rake, Ia.—Joseph Olson is now manager of the Lincoln Co-operative Elevtr. Co., succeeding Frank Hesseldahl.

Ames, Ia.—The premium list for the State Corn and Small Grain Show to be held at Ames from Feb. 13 to 17, has just been published and can be had by writing to the Farm Crops Dept. at Iowa State College.

Harcourt, Ia.—Peter Greenfield, formerly manager of the Farmers Co-operative Co. of Dike, was appointed manager of the Farmers Elevtr. Co. elevator here, taking active charge Dec. 1. He relieved R. G. Rice.—Art Torkelson.

Akron, Ia.—The Ross Grain Co. moved its old crib to the west and remodeled it into a large double corn crib, with driveway between, considerably increasing storage space. A round metal crib also has been installed there.

Muscatine, Ia.—The Mississippi Valley Grain & Feed Co. has installed a pellet machine and a Strong-Scott Molasses Machine and Mixer. Special leg equipment and processing bins were built. The T. E. Ibberson Co. had the contract.

Stratford, Ia.—C. (Chris) Williams (72), who has been in the grain business for many years, operating at Stratford and Boone in that time, passed away suddenly Dec. 5 at his office with a heart attack. Burial was in Stratford.—Art Torkelson.

Redfield, Ia.—H. Bales of Gowrie is the new manager of the Des Moines Elevtr. & Grain Co.'s local elevator, succeeding E. A. Fuller, who has moved to Hawkeye. Mr. Bales is an experienced elevator man, having been with the company for many years.

Estherville, Ia.—The Golden Sun Milling Co. has erected on the roof of its plant a huge 28-ft. long neon sign, in red, green and blue lighting effects, claimed to be the largest neon roof sign in northwest Iowa and southwestern Minnesota. The sign is operated automatically.

Ft. Dodge, Ia.—W. L. (Bill) Lanphear, who for many years was auditing co-operative elevators in the state for the Farmers Grain Dealers Ass'n, has now opened up his own business with headquarters in Ft. Dodge. His many friends in the trade wish him luck.—A. G. T.

Hudson, Ia.—The Hudson Lbr. Co. elevator is being remodeled to speed up the handling of grain; the pit is being lowered, a new driveway floor is being put in and a new head drive installed. The plant will be in operation about Dec. 15. H. R. Hollis is the manager.—Art Torkelson.

Thor, Ia.—James Johnson, who has been connected in the grain business at Bradgate, Ottosen and Thor in recent years, most recently with the local Federal North Iowa Elevator, was appointed manager of the local Farmers Elevtr. Co., succeeding T. S. Rogdo, deceased.—Art Torkelson, with Lamson Bros. & Co.

Emmetsburg, Ia.—Jacob Spies, 79, Palo Alto banker, landowner and lawyer, died suddenly at his home with a heart attack. He had built the first home in Graettinger, Iowa, and also the first lumber yards and elevators at Graettinger, Wallingford and Osgood. He later became a banker when he established the American Savings bank at Graettinger.—L. A. G.

Portland, Ia.—S. C. Hill, 79, manager of the Portland Co-operative Co.'s elevator, died Nov. 11 after a year's illness. He had been in bed only two weeks. In 1889 he became manager of the old Sheehan's Mill for the Hunting Elevtr. Co. of McGregor, and later bought the mill. For a number of years he had been manager of the Farmers Elevtr. & Lumber Co. of Portland.—L. A. G.

Algona, Ia.—The North Iowa Flour & Feed Co. has opened for business in the old Rising elevator building, to do a wholesale business in flour and feed. The new firm is repairing the old elevator and establishing a truck route around the territory within a 40-50-mile radius of Algona. Mr. Brokow, of Ft. Dodge, is manager. The firm of E. R. Rising & Son is in its new location further south on the Northwestern track.

Hawkeye, Ia.—E. A. Fuller, Blairsburg, has been named as manager of the Hawkeye Farmers Elevator and has assumed his duties. He will be assisted by his son, Donald, in managing the Hawkeye office. He has been manager of the elevator at Redfield, Minn. No word has been received from T. A. Pfund, former manager, who disappeared from the elevator before a cash shortage was found by an auditor from the grain dealers association. The shortage was told of by Pfund in a letter to the association headquarters at Fort Dodge.—L. A. G.

Corning, Ia.—The new feed mill and elevator under construction by Hogan & Hinck is being rushed to completion. The main structure, 30 x 36 ft., is 50 ft. high. A 12-ft. raised driveway on two sides will provide facilities for truck dumps. The elevator is on Burlington trackage. All present machinery and some new equipment will be installed in the new building. S. L. McGaffin is the contractor. Hogan & Hinck now operate a feed mill in a smaller building.

Jewell, Ia.—Business is going on as usual, at the Jewell Farmers Elevtr. Co. plant in spite of the fire that destroyed the company's elevator Nov. 15. The coal sheds and the warehouse where feeds, seeds and flour are stored, as well as the office building, were not damaged by the fire and business in these lines was not interrupted and the company has made arrangements that enables it to handle grains. A portable elevator was installed to assist in this work, loading being done directly into cars that are spotted on a nearby sidetrack. A crew of men is busily engaged in salvaging grain from the burned plant, and clearing away the debris. The question of rebuilding the elevator will be considered at a future meeting, possibly at the regular monthly meeting, Dec. 17.

Washington, Ia.—Iowa grain dealers held a meeting at Washington Dec. 5, at Cedar Rapids Dec. 6 and Dec. 7 at Iowa Falls when a \$1,000 bond plus license fee from itinerant merchants bill was suggested and it was urged that state revenue from feed laws be used for enforcement; uniform definitions of feeds was also recommended, and the Wages and Hour Bill discussed. The grainmen are urging amendments to the state warehouse act to permit all grain dealers to conform to the government loan programs. Ron Kennedy, sec'y of the Western Grain & Feed Dealers Ass'n, under whose direction both meetings were called, stated four other meetings were scheduled during the month in western and central parts of the state, Dec. 12 at Algona, Dec. 13 at Sheldon, Dec. 14 at Storm Lake, and Dec. 15 at Fort Dodge. Ronald C. Booth, president of the Ass'n, was in attendance at all meetings.

## KANSAS

Hoisington, Kan.—The elevator of the Ocha Grain Co. was slightly damaged by fire Dec. 1.

Neodesha, Kan.—The W. J. Small Hay & Grain Co. has changed its name to the W. J. Small Co.

Great Bend, Kan.—A new motor is being installed by the Walnut Creek Milling Co. in connection with complete electrification of the plant.

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THE WEEVIL-CIDE COMPANY

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Kansas City, Mo.

Toronto, Kan.—The Black Grain Co. has placed an order with R. R. Howell Co. for a large grain and seed cleaner.

Stafford, Kan.—The Stafford Grain & Supply Co. recently installed a new feed grinder. E. R. Tucker is manager of the plant.

Coffeyville, Kan.—An explosion of the compressed air tank did some small damage at the Moore-Lowry Flour Mills Co. plant on Nov. 15.

Beattie, Kan.—The Farmers Union Elevtr. Co. has closed its local elevator and Mr. Reed, the manager, has returned to his former home at Blue Rapids, Kan.

Garden City, Kan.—Thieves forced entrance to the Gano elevator during the night of Nov. 16 by cutting a screen and breaking a window, but took nothing.

Hutchinson, Kan.—Local grain men and their employees are going in for some serious howling, organizing a six-team league, which began play the latter part of November.

Plains, Kan.—The Gano Grain Co. has dismantled its building here, formerly known as the Baty Grain Co. machine shed, and has done extensive remodeling at its elevators.

Hackney (Winfield p. o.), Kan.—Wilson Hahn, employed for the last three years by the Winfield Farmers Union, is now manager of the Hackney Farmers Union Co-operative Ass'n elevator.

The following Kansas companies are among those that have installed Howe Scales recently: H. H. Stoneback Grain Co., Miltonvale; Pauline Co-operative Elevator, Pauline; and F. W. Hall & Son Grain Co., Hoyt.

Cherryvale, Kan.—A group meeting for South-eastern Kansas will be held here Wednesday evening, Dec. 14, at the local hotel. A turkey dinner with all the trimmings will be served and dealers within a radius of 100 miles are expected to attend.

The following Kansas firms reported damages sustained because of high winds in November: Walnut Creek Milling Co., Dundee; Robinson Milling Co., Galatia; Wolf Milling Co., Galatia; Commander-Larabee Mfg. Co. of Isabel, and Hunter Mfg. Co. of Portland.

Allen, Kan.—Improvements have been completed on the Allen Elevator. New grain spouts have been installed, the old engine taken out and power unit and a hammer mill installed in the engine room and a new scale added. Hunter Wheat is manager of the plant.

Wellsville, Kan.—The Star Grain & Lumber Co. will build a new elevator here to take the place of the one which burned recently, according to an announcement by Frank Barnett, manager. It had been reported previously that the company's elevator at Le Loup would be moved to Wellsville to replace the burned structure but it has been decided to maintain the elevator at Le Loup and rebuild here.

Ada, Kan.—W. R. Bullen has purchased the Kansas Flour Mill Co.'s local elevator and will add it to his string of elevators at Minneapolis. Lindsey and Brewer. He will not take possession of the new elevator property until next spring, however, allowing the Kansas Flour Mills Co. time to get its grain contracts cleaned up. Fourteen years ago, almost to the same date, Mr. Bullen bought the Wolfersperger elevator here.

Topeka, Kan.—Twenty-five Kansas counties will be included in the 1939 commercial corn area, it has been announced by the Agricultural Adjustment Administration. These 25 counties, along with the 1939 commercial corn counties in the other 11 Corn Belt States, bring the 1939 commercial corn area for the United States to a total of 584 counties. Two counties in Kansas—Crawford and Lyon—which were in the commercial area in 1938 are not included in the 1939 area. Otherwise there is no change in Kansas.

## KENTUCKY

Lewisport, Ky.—The Lewisport Mill Co. property was damaged by high winds Nov. 4. The loss was small.

Bagdad, Ky.—A fire originating in a break roll did small damage to the mill of R. L. Harrison & Son on Nov. 10. Water barrels saved the plant.

Paducah, Ky.—The Tyler Milling Co.'s plant was destroyed Nov. 22 with a loss of \$8,600. The apartment of C. H. Scott, manager, on the second floor of the building, also was burned.



St. Matthews, Ky.—The P. G. Stapleton Feed Store has been opened for business here. Mr. Stapleton has had many years' experience in the feed business. He will carry a complete line of livestock and poultry feeds.

Louisville, Ky.—The Feeders Supply Co., owned and operated by Carl H. Hunter, has succeeded the Taylor Feed & Grain Co. Mr. Hunter was formerly connected with R. D. Taylor in the Taylor Feed & Grain Co.

Princeton, Ky.—Clifton Davis and K. N. Spickard have opened a new feed and produce company on Harrison St. to be operated under the name of Davis-Spickard. The Tip Top Cream Station, owned by Mr. Spickard, will be moved to this new location.

## LOUISIANA

Leesville, La.—A. J. Welch has installed a hammer mill at his gin plant and is now prepared to do all kinds of feed grinding.

Ruston, La.—A new \$5,000 feed manufacturing plant is opening here under the management of E. E. Baugh and C. E. Sheler. Custom grinding will be done and dairy feed mixing and manufacture will be a specialty.

New Orleans, La.—The last carload of equipment for the two 1,000-bu.-per-hour grain driers for the Board of Commissioners has been shipped, and the building will be complete and ready for operation by Jan. 1. These driers are controlled by the new 1939 design Randolph Electric Temperature Regulation.

## MICHIGAN

Brighton, Mich.—A. C. Stewart has installed a new Nickle Hammer Mill Feeder.

Alto, Mich.—Bergy Bros. sustained a small property loss during a windstorm Nov. 7.

Allegan, Mich.—The Allegan Co-operative Ass'n has installed a new feed mixer driven by a 5-h.p. motor, in its local plant.

Ruth, Mich.—Ruth Farmers Elvtr., Inc., held a field day meeting Nov. 16 which was attended by about 500 farmers and their families.

Lowell, Mich.—The new drier installed in the Forest Mill of the King Milling Co. is none other than an improved Hess Direct Heat Drier.

Auburn, Mich.—The Auburn Bean & Grain Co., J. Sullivan, manager, has installed a new Nickle Crusher-Feeder ahead of its hammer mill.

Birch Run, Mich.—Chas. Wolohan, Inc., is now operating a Nickle two-roll Crusher-Feeder ahead of its 50 h.p. Big Chief Hammer Mill.

Detroit, Mich.—The American Agricultural Chemical Co. has installed a Randolph Ossein Drier in its plant and made considerable other repairs.

Lapeer, Mich.—The Farm Bureau Services, Inc., has installed a Nickle Two-roll Hammer Mill Feeder that replaces a three-roll crusher of same make. Mr. King is manager.

Merrill, Mich.—Construction of the new elevator being built by the Michigan Bean Co. on the site of the elevator which was totally destroyed by fire Oct. 14 is progressing rapidly. The Burrill Construction Co. has the contract for building the structure.

## MINNESOTA

Hasty, Minn.—Ed Impecoven of Newark, S. D., has purchased the local elevator and is now in charge.

Sauk Centre, Minn.—The Farmers Co-operative Elvtr. Co. is installing a Howell Motor Driven Grain Booster.

Milroy, Minn.—Lloyd Anderson recently leased his feed mill here to a Milroy resident and has moved to Franklin, Minn.

Winger, Minn.—Electrical damage to equipment in the Farmers Co-operative Elevator on Nov. 19 caused a small loss.

Beardsley, Minn.—Dittes Bros. are improving their feed plant with the installation of a Clow-Winter Metal and Stone Separator.

Foxhome, Minn.—The two elevators in Foxhome have been repaired. A new feed mill has been installed in the Cargill elevator.

Lucan, Minn.—The new feed mill and mixer installed here by the Eagle Roller Mills is now in operation. L. O. Timm is manager.

Rollag (Hawley p. o.), Minn.—Eddie Lien and James Aakre have opened a feed mill business here. They will grind feed every Wednesday.

Danvers, Minn.—The Farmers Co-operative Elvtr. Co. has placed its order with R. R. Howell Co. for a 20-ton Soweigh Heavy Duty Motor Truck Dump Scale.

Mankato, Minn.—The Mankato Soybean Products Co., has been incorporated by T. M. Coughlan, pres., and William C. Blethen, sec'y, to build a soybean mill.

Ortonville, Minn.—Work is nearing completion on the new feed mill being erected on Second St. by the Lakeland Hatchery, of which Eskel Anderson is the owner.

Sauk Centre, Minn.—The board of directors of the Farmers Elvtr. Co. of Sauk Centre recently inspected a feed mill at Kerkhoven as they plan to erect a similar plant here.

Greenwald, Minn.—The Greenwald Elevator, operated by Howard Zieske for the past year, has been sold to J. V. Pappenfus of Melrose, who is now conducting the business.

Madelia, Minn.—A new set of corn handling equipment for handling ear corn mechanically was installed recently for the Lickfett Elvtr. Co. by the T. E. Ibberson Co.

Waldorf, Minn.—The Waldorf Farmers Elvtr. is being remodeled. The basement is being enlarged and a new heating plant is being installed. Arnoldt Bros. have the contract.

Elysian, Minn.—Ivan D. Hankins, who had been in charge of the Commander Elevator since it was opened five years ago, resigned and C. Meierbacholt, who has been helper at the elevator, is now the local agent.

Clitherall, Minn.—The Clitherall Grain & Fuel Co. is installing a feed mill. The work is being done by the Paterson Construction Co.

Hutchinson, Minn.—K. M. Brandt, of Lowry, Minn., has moved to Hutchinson and will take over the management of the Farmers Elevator here the first of next year. He had been in the elevator and feed business at Lowry for the past five years.

Herman, Minn.—The Geo. McLean Estate is making general improvements in its elevator. New equipment will include a Howell Electric Overhead Truck Lift, new Atlas Rubber Covered Bucket Belts, and a Soweigh 15-ton Motor Truck Scale.

Winona, Minn.—Work is progressing on the 750,000-bu. elevator being erected for the Froedtert Grain & Malting Co. The concrete bins walls are half way up. The John S. Metcalf Co., builder, will also install receiving pit, track scale and elevator leg.

Elmore, Minn.—The Farmers Elvtr. Co. has opened a new feed mill in connection with its elevator. An addition has been erected on the west side of the south elevator for the mill and modern equipment has been installed. Keith Johnson is manager of the business.

Kenyon, Minn.—Arthur C. Podein, implement man at Owatonna, has been named manager of the implement department of the Kenyon Farmers Mercantile & Elvtr. Co. He will take over his new duties Dec. 15. A new No. 12 Superior Needle Machine was installed at the elevator recently by the T. E. Ibberson Co.

Wells, Minn.—The Wells Farmers Elvtr. Co. has awarded contract to the T. E. Ibberson Co. for a complete new ironclad feed mill building, having 12 bins, 2 legs, a Strong-Scott Attrition mill with two 30-h.p. motors, a Strong-Scott one-ton Mixer, a Strong-Scott Feeder and Scalper, a Jacobson Corn Grader, a Winona Corn Cutter and an oat huller. A 10-ton scale will be installed in an enclosed driveway. Construction has been started.

Wood Lake, Minn.—The Equity Elvtr. & Trading Co. awarded contract to the T. E. Ibberson Co. for its new 13-bin feed mill building and equipment. The building will be ironclad fitted with a Strong-Scott Attrition Mill with two 30-h.p. motors, a Strong-Scott one-ton Mixer, a Jacobson Corn Grader, a Winona Corn Cutter and an oat huller. The plant will be fitted with two legs, and motors will be used thruout. A 22-ft. scale with an air dump in a special driveway will be provided.

Willmar, Minn.—The new feed and mixer plant of the Farm Service Co. is about ready for operation. The building is covered with galvanized iron and is equipped so operator can dump the grain into the main elevator pit and elevate grain across to feed mill by way of a heavy galvanized soldered steel spout. Plant equipment consists of a 24-inch attrition mill with two 25-h.p. motors, 2,000-lb. Strong-Scott Feed Mixer, one corn crusher, one oat huller, and all machines driven by enclosed type ball bearing motors. There is also one fast leg driven by a back geared 2-h.p. motor. Large cyclones will accommodate both the oat huller and feed mill, which elevate the feed by way of a pneumatic system. There are seven bins in conjunction with the feed plant, having a capacity of approximately 400 bus. each. The T. E. Ibberson Co. has the contract.

### DULUTH LETTER

John Miller, formerly manager of the Co-op. Feed Store at Barnum, is now manager of the Duluth feed house of the Apple River Milling Co.

Ely Salyards, vice president of the Duluth Board of Trade, is the proud parent of a son, born last week. Boys on the Exchange smoked many cigars.—F. G. C.

A press announcement from Washington stated that Duluth-Superior has again retained its position as the terminal having the second greatest tonnage of water borne commerce for the year 1937. New York held first position with 121,517,420 short tons, Duluth-Superior next with 51,138,579 short tons.—F. G. C.

The Duluth office of the Kellogg Grain & Elvtr. Division of the Spencer Kellogg & Sons, Inc., will be closed shortly after having been maintained here for 40 years. The company will discontinue the grain department and confine itself entirely to flaxseed and soybean business. The company owns and operates one elevator at Superior, Wis., having a capacity of 1,250,000 bus. At present the house holds but 88,000 bus. of grain. A crew will be maintained at the elevator to care for the grain stored there.—F. G. C.

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## MINNEAPOLIS LETTER

A. F. Owen, of Cargill, Inc., Minneapolis, who suffered a slight stroke recently, is recuperating nicely and returned home from the hospital.

Repairs are being made to the grain tanks of the Apple River Milling Co., Minneapolis, by the T. E. Ibberson Co. The improvements cost \$3,-450 and will be completed by Jan. 1.

John G. Aitchison, 62, Minneapolis, district elevator superintendent for the St. Anthony & Dakota Elvtr. Co., died Nov. 29. Mr. Aitchison had been in Minneapolis only four months, being stationed formerly at Fargo, N. D., and Madison, Minn.

The Minneapolis Chapter, Society of Grain Elevator Superintendents, held a dinner meeting at Freddie's Cafe Nov. 29 at which principal speakers were Edgar S. Miller and A. B. Osgood, the latter vice-pres. of the Day Co., Minneapolis. Mr. Osgood's subject was "Dust Control." Dust explosions and fires in grain elevators and milling plants continue to take their toll of life and property, and in his talk Mr. Osgood touched upon fundamentals which deserve a great deal of study and consideration. His address will be printed in full later in the Journal. Because of the holidays, the December meeting of the chapter will be advanced to the 20th, when the members will be guests of R. R. Howell & Co., meeting at the plant at 4:30 p. m. Later they will be entertained at dinner in a downtown restaurant.

## MISSOURI

Waverly, Mo.—The Alma Farmers Co-operative Elvtr. & Grain Co. is constructing a large grain elevator here.—P. J. P.

Palmyra, Mo.—An electrical breakdown at the Farmers Elvtr. & Exchange Co. plant on Nov. 25 caused a small amount of damage.

Clarence, Mo.—The Clarence Grain Co. and the Clarence Roller Mills buildings have been given a coat of aluminum paint, replacing their original dark red color.

Troy, Mo.—A ten per cent dividend was recently declared by the board of directors of the Farmers Elvtr. & Supply Co. Last year a farm machinery branch was added and this year coal has been added to the commodities handled. F. W. Wieman is manager.—P. J. P.

St. Joseph, Mo.—The Dannen Grain & Milling Co. has purchased the Grain Belt mill for use as a soybean mill and will start operations about Feb. 1. The new soybean company is incorporated for \$100,000. H. L. Dannen is president of the Dannen Grain & Milling Co.

St. Louis, Mo.—The board of the National Oats Co. recently voted a dividend payable Dec. 1 which brings the total paid or declared so far this year to \$1.25, the same amount as disbursed last year. Estimated earnings after income tax provision for the 10 months ended Oct. 31 amount to \$123,772.

Richmond, Mo.—T. B. Fowler of Richmond and Tilton Davis of Lexington have applied to the War Department for approval of plans for a 175 ft. long grain conveyor, gallery and mooring raft on the Missouri River. A movable gravity spout will load grain from the gallery to barges in the river.—P. J. P.

Palmyra, Mo.—The Moorman Mfg. Co. of Quincy, Ill., has written County Treas. George O. Dalton making inquiry as to whether Palmyra would be a suitable location for establishment of a soybean processing mill. The communication was turned over to the Kiwanis Club officers for further investigation.—P. J. P.

St. Louis, Mo.—A. W. Williams of the Allied Mills, Inc., was named president of the St. Louis Grain Club for 1939 at the annual dinner meeting held at the Statler Hotel the evening of Dec. 9. M. B. Grover was chosen vice-pres.; W. B. Christian was re-elected sec'y. Directors are Dan Mullally, E. S. Seele, J. M. Fuller, M. O. Tanner and Julius Mayer.—P. J. P.

Kirksville, Mo.—Ruby Green, local produce dealer, has started construction of a warehouse and grain elevator alongside the Wabash railway tracks near Jefferson St. crossing. The building will have an overall length of 88 ft., 64 ft. of which will be one story and the remainder 32 ft. high for grain bins. The warehouse will afford storage for six carloads of feed. The elevator will have a capacity of between 4,000 and 5,000 bus. of grain. The structure, of corrugated sheet iron, will be completed by Jan. 1.—P. J. P.

Bernie, Mo.—The Malden Grain Co. sustained a loss Oct. 26 to stock due to fire.

St. Louis, Mo.—Krey Packing Co. has purchased the property of Viteena Feed Co., Inc., and will operate the business under the same company name with J. S. Wilson as general manager.

Louisiana, Mo.—At a meeting of the board of directors of the Missouri-Illinois Co-operative Elvtr. Co. Nov. 21 it was decided to buy the Louisiana Elvtr. Co. plant, in bankruptcy, provided satisfactory arrangements can be made. To this end \$600 was subscribed at the meeting and it will be necessary to raise \$3,000. Merchants and farmers in the vicinity are being solicited. The Missouri-Illinois Co-operative Elvtr. Co. has been operating the Louisiana plant since July 1, reopening it after it had been closed for several months following the Louisiana Elvtr. Co.'s bankruptcy. Unsell Smith, trustee for the bankrupt company, opened bids for the sale of the property and assets of the company Nov. 19. Several bids were received, the Louisiana Milling Co. bid of \$4,900 being the highest. W. J. Garner of the latter company, said, however, that should the Missouri-Illinois Co-operative Elvtr. Co. desire to continue the business, it could have the property for the milling company bid, which it had been announced would be accepted by the trustee after it had been approved by the referee, Mr. Plowman, in Hannibal.—P. J. P.

## KANSAS CITY LETTER

The Kansas City Feed Club has been revived and meetings will be held in the future once or twice each month, the first meeting being a Dutch dinner on Thursday night, Dec. 8, at the Kansas City Athletic Club.

W. B. Lathrop has been named chairman of the com'te appointed by E. F. Emmons, president of the Kansas City Board of Trade, to nominate candidates for officers of the board in 1939. Other members are Roy Swenson, W. C. Goffe, D. C. Bishop and W. B. Lincoln. Election takes place as usual the first Tuesday after Jan. 1.

The Kansas City Feed Club, a social organization of the allied feed industry of Kansas City, was organized at a banquet and meeting held the night of Dec. 8. About 50 persons were in attendance, including flour millers, feed manufacturers, brokers, jobbers and representatives of the allied industries. Jerry P. Parks was elected president; Louis Selders, vice-pres., Courtney Cotton, sec'y; Maurice Johnson, treasurer. The executive com'te is composed of Sanders Sosland, J. F. Cavanaugh, Earl Hogan, Chas. Barrows, Ed A. Worth, Jerry P. Parks, Courtney Cotton. Social meetings will be held monthly.

The Great Western Elvtr. Co. has been formed in Kansas City, organized by George Aylsworth, who is president of the new company, and is taking over the lease on the local 1,000,000-bu. elevator heretofore operated by the Kellogg Grain & Elvtr. Division of Spencer Kellogg & Sons, Inc., together with the entire wheat stock of the Kellogg interests now carried in the elevator totaling approximately 500,000 bus. Mr. Aylsworth for the past year and a half has been general manager of the Kansas City grain division of Spencer Kellogg & Sons, large linseed and soybean crushers, with headquarters at Minneapolis and Buffalo. Prior to that he had operated a grain elevator and merchandising business under the name of the Great Western Elvtr. Co. in Kansas City. He has been a member of the Kansas City Board of Trade for many years. The new company will continue its offices in the Board of Trade building and plans to extend its operations into all phases of the cash grain business, concentrating its efforts, however, on merchandising of wheat to the milling trade.

## MONTANA

Fairview, Mont.—C. A. Vieths recently installed a clover huller and scarifier in his local plant.

Hysham, Mont.—Henry Olson, manager of the local elevator for the last several years, and Miss Ethel Ellen Feldhusen of Milwaukee, Wis., were united in marriage recently, at Billings.

Conrad, Mont.—Iren DeStaffany, who operated a livestock and feed business here for the last ten years, has sold the business to a new company, the Conrad Producers Co-operative, Alvin Erickson is the new manager. The company is incorporated for \$50,000; Silas Hammermeister is president, Peter Kokma, M. M. Hostetter, William Bauman, Clifford Fowler and G. W. Wagner, directors.

## NEBRASKA

Memphis, Neb.—The Farmers Union Co-operative Ass'n's coal shed and stock was destroyed by fire recently.

Enola, Neb.—Fritz Dietz has accepted a position with the T. B. Hord Grain Co. elevator of which Newell Cunningham is manager.

Berea, Neb.—Either spontaneous combustion or a short in a light fixture was the cause of a small loss in the Steven Deaver elevator recently.

Norfolk, Neb.—The Norfolk Cereal & Flour Mills Co. sustained a loss late in November caused by an electrical breakdown in its hydro electric plant.

Grand Island, Neb.—A. J. Thomsen has resigned as manager of the Farmers Grain & Supply Co., to take effect as soon as a new manager can be obtained.

Republican City, Neb.—Archie P. Temple, 59, former manager of a local grain elevator prior to his moving to Cheyenne, Wyo., died Nov. 9, of a heart ailment.

Rushville, Neb.—Lew Evans has sold his Rushville Flour Mill to F. E. Eberly of Chadron and C. R. Bochart of Rapid City, S. D., who took possession Nov. 10.

St. Paul, Neb.—Andy Thomsen has resigned as manager of the Farmers Grain & Supply Co. elevator on the Burlington, to take effect as soon as arrangements can be made for him to leave, and will act as manager of the Frost Service station.

Telbesta (Fontanelle p. o.), Neb.—Larry Nelson, nine-year-old son of Mr. and Mrs. George W. Nelson, was killed instantly Nov. 16 when he became entangled in a conveyor belt of a power elevator while aiding his father and a hired man in unloading corn.

Beaver City, Neb.—The Edwards-Kelley Grain Co., managed by D. S. Heidloff, recently improved its elevator and installed new machinery, enabling the handling of any feed grinding job quickly and efficiently. Custom grinding and feed mixing is a specialty with this new and growing concern.

Gering, Neb.—Mrs. George Sheets, 54, was instantly killed when struck by a hit and run automobile driver as she walked on the gravel path at the side of the road pavement in front of the Chester B. Brown bean elevator, Nov. 17. She was employed as a bean picker at the plant and was leaving work when the accident occurred.

## OMAHA LETTER

Raven Mills, Inc., of Augusta, Me., has filed articles of incorporation at Des Moines, Ia. Lee Simpson of Omaha is president of the company and Theodore Scott Simpson, Jr. of Carter Lake, Ia., is sec'y. Capital stock was listed as 2,000 shares of n.p.v.

The new grain elevator and warehouse being constructed by the A. A. Nixon Feed Co. in Omaha will be in operation in the near future. The 75 ft. high, 45,000-bu. capacity elevator will be equipped with dust-proof machinery and, in the warehouse, new dust-proof and explosion-proof machines are being installed to crack, grind and grade corn. The plant will cost, equipped, about \$25,000. Tillotson Construction Co. has the contract.

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Entomologists from U. S. Dept. of Agri. and 24 states met in Omaha recently to confer on the grasshopper situation. Reports from some representatives present indicated there has been a considerable shift in infested areas and some states which were badly infested previously now face a less dangerous situation.

Feeling just credit is not being paid the state of Nebraska as a wheat raising state and the quality of its grain is not being fully appreciated, members of the Omaha Grain Exchange have had written a song extolling Nebraska wheat's virtues and praising it as the equal of grain grown anywhere in the world. John S. Hedelund, the exchange's unofficial song writer, borrowed the tune from "There Is No Place Like Nebraska." It is planned to have the Grain Exchange quartet, composed of Lawrence Dodds, B. O. Holmquist, R. W. Sage and D. O. Aller, sing the song over the radio and at grain dealer and milling conventions, to help restore the state to its rightful leadership in the red turkey wheat market.

## NEW ENGLAND

Milton, Vt.—The J. A. Ryan Co. is installing a Nickle two-roll Crusher-Feeder ahead of its hammer mill.

Boston, Mass.—Albert K. Tapper, 69, of East Arlington, first president of the Boston Grain & Flour Exchange, for more than forty years active in the grain business here, died Nov. 23.

Amherst, Mass.—Ralph B. Howlett of South Amherst has sold his grain and flour business to the Potter chain of Wirthmore Stores, and will retire. Mr. Howlett has been engaged in business here for the last 35 years. The new concern will be known as the Amherst Grain Co. and will be under the management of Albert Belcher, formerly employed as manager for E. F. Gaskill in North Amherst.

## NEW JERSEY

Hackettstown, N. J.—Beatty Bros. have erected a new plant to replace the one destroyed by fire last year.

Gladstone, N. J.—G. F. Hill & Co. have installed a new corn cracker, 30-h.p. hammer mill, a molasses mixer, and an oat crimper. The firm has recently entered the feed manufacturing field.

## NEW MEXICO

Santa Fe, N. M.—The Santa Fe Hay & Grain Co. was recently purchased from Fidel Bros. by W. J. Ochterbeck of Union County. As announced in the last issue of the Journals, H. A. Nachtrieb, formerly of Clayton, is the new manager.

## NEW YORK

Spencer, N. Y.—The S. Alfred Seely Co. is now operating a Nickle Hammer Mill Feeder ahead of its hammer mill.

Cayuga, N. Y.—Beacon Milling Co. of Cayuga has purchased the business of Feed Service, Inc., Poughkeepsie, Fishkill and Yonkers, N. Y.

Oswego, N. Y.—Stewart D. Ormsby has announced his plans to establish a soybean processing plant here. He has secured a building for the location of the plant.

Honesdale, N. Y.—William J. Cobb has purchased the grain and feed business of J. W. Decker. His son, Walter, is in charge of the business, which is being operated under the name, Red Rose Feed Store.

Oswego, N. Y.—Removal of the six cents per bushel duty on Canadian wheat shipped thru the United States, one of the clauses of the reciprocal trade agreement between the United States, Canada and Great Britain, led to the announcement by Harbor and Dock commission officials that the port of Oswego will undoubtedly profit considerably by the agreement. Strong possibility of the erection of another elevator on Oswego harbor is seen, as two concerns are known to be interested in elevator possibilities here. Five years ago, James Norris and associates of Chicago were considerably interested in the erection of an elevator here, but the imposing of 6 cents' duty on Canadian wheat coming into this country halted their plans. They are still interested and negotiations may be resumed.

Buffalo, N. Y.—The annual Christmas party of the Corn Exchange of Buffalo will be held Dec. 29 on the main trading floor of the Exchange, beginning this year at 5 p. m. and lasting the evening. The first hour and a half will be cocktail hour, followed by the dinner and dancing. The com'te in charge of the affair follows: E. H. Flinchbaugh, chairman; Gerald DuRant, Eugene Collard, Frank Smith and Thos. Hyer.

## NORTH DAKOTA

Clyde, N. D.—The Clyde Grain Co. is installing a 15-ton Soweigh Motor Truck Dump Scale.

Spiritwood, N. D.—The Occident Elvtr. Co. is moving its local stock and is closing its elevator here.

Dwight, N. D.—The Dwight Elvtr. Co. is improving its plant with the installation of Calumet Cups.

Pisek, N. D.—The Farmers Grain Co. is equipping its plant with new Calumet Cups and belting.

Reynolds, N. D.—D. J. Hennessey has added a motor-driven barley pearler to his elevator equipment.

Northwood, N. D.—The Northwood Equity Elvtr. Co. is installing a J. E. Barley Pearler with motor drive equipment.

Brocket, N. D.—A small damage fire in the elevator of the Equity Elvtr. & Trading Co., on Sept. 29, originated in a feed leg.

Tolna, N. D.—The International Elvtr. Co. is improving its plant with the installation of a Howell Electric Overhead Truck Lift.

Maddock, N. D.—L. W. Burdick, 56, died recently at his home here. Mr. Burdick had been a grain buyer for the St. Anthony Dakota Elvtr. Co.

Wheatland, N. D.—The St. Anthony & Dakota Elvtr. Co. will erect a new elevator on the site of the plant destroyed by fire Aug. 14. Work on the new structure will be started in the near future. The new elevator will be equipped with the latest machinery, including feed grinding equipment and cleaners. W. M. Svare is manager.

## OHIO

Convoy, O.—Mark Price, formerly manager of the Buckland Co-operative Co.'s elevator at Buckland, is now employed by F. S. Royster Guano Co.

Lilly Chapel, O.—W. H. Plum, 69, of Ashville, partner in the grain firm of Sark & Plum of Lilly Chapel, died recently at his home after a brief illness.

Milford Center, O.—W. H. Harris, Toledo, made the highest bid for the local grist and flour mill formerly operated by the late Frank Brugler and appraised at \$2,500.

Fostoria, O.—The Ohio Farmers Grain & Supply Ass'n and the board of directors and manager of the Pemberville Elvtr. Co. held a dinner meeting Nov. 15 at the Hays hotel.

Troy, O.—The Altman's Mills have completed their new storage warehouse and are now completing their building to house a Randolph 750-bu.-per-hour Oil Electric Grain Drier.

Oxford, O.—Charles H. Hoffmeister, 59, died Nov. 24 at his home here. He was associated with Floyd R. Hamilton in the operation of the Miami Milling Co. and the Buckeye Feed Co.

Toledo, O.—Oscar Slosser, for many years in the milling and grain business here and at Fostoria, has engaged in the real estate business locally, being president of the new Anchor Realty Co.

Windstorms during November damaged property of the following Ohio plants: Coldwater Grain & Coal Co., Coldwater; Beard Elvtr. Co., Enon; Bascom Elvtr. & Supply Co., Bascom; Edison Mills, Edison.

Metamora, O.—The Northwestern Ohio Grain Dealers Ass'n held an interesting meeting Nov. 14 when B. A. Wallace of the Ohio State University at Columbus spoke on "Proper Grading and Margining Both Essential for Successfully Operating a Country Grain Elevator."

Trail (Dundee p. o.), O.—William Nussbaum, owner and operator of the Kidron Flour Mill, has purchased the Trail Mill from the Rev. W. T. Weaver, and, after a few minor repairs, will start operations. The building is equipped with machinery for making feed and flour.

Berea, O.—The Berea Milling Co. is installing equipment which will increase the capacity of its soybean expeller plant 150 per cent. Starting only a year ago with a capacity of 400 bus. per day, the company will soon have a 1,000-bu. capacity, from which 1,000 gals. of soybean oil will be extracted and 25 tons of meal will be produced.

Waverly, O.—The Waverly Hatchery & Feed Store recently celebrated the opening of its new addition built to the rear of the building, in which a new electric hammer mill, grinder, sheller, and feed mixer has been installed. Repairs were made to the other part of the plant as well, and the front of the building given a new checkerboard coat of paint. Mrs. M. L. Spriggs is manager of the business.

South Charleston, O.—Charles N. Greene, 35, owner of the South Charleston Mills, was found dead in the basement of his home, Oct. 29, death due to a heart attack suffered, it is believed, while he was fueling the furnace. Alone in his home at the time, his death was not discovered until his wife, visiting in Urbana, was advised when she phoned his office that he had not arrived at work, and, alarmed, requested employes to ascertain if he was ill.

## OKLAHOMA

Oklahoma City, Okla.—The Shannon Feed Co. has moved to larger quarters on West California St. and increased its sales force.

Ponca City, Okla.—W. T. Oates, 77, pioneer grain dealer, died Nov. 26, death due to an infection which developed following a leg injury.

Tipton, Okla.—Andy Clark has leased the Newsom Elevator, where he has installed a hammer mill, and otherwise improved the plant.

## PACIFIC NORTHWEST

Drummond, Ida.—The L. J. Niendorf Merc. Co. is installing Calumet Cups.

Imbler, Ore.—High winds Nov. 16 caused a small property loss at the Grande Ronde Grain Co.'s plant.

Sunnyside, Wash.—B. B. Wolfe has installed a new hammer mill at his plant near the west city limits.

Sedro Woolley, Wash.—An exposure fire did considerable damage to the plant of Gould & Co. on Oct. 10.

Ellensburg, Wash.—R. P. Tjossem & Son, local grain dealers, recently installed new Calumet Cups in their elevator.

Portland, Ore.—Metal going thru an attrition mill is given as the cause of a small loss in the Sunset Feed Mills on Nov. 14.

Lemhi, Ida.—Arlin Davidson has leased the Lemhi flour mill formerly operated by William Oltner, deceased. The mill is now in operation.

Colton, Wash.—Benedict Dahmen, associated with his father in the grain business here, and Miss June Jutte were recently united in marriage.

Spokane, Wash.—W. H. Binkley, 40, grain inspector, was found in a semi-conscious condition in the street the night of Nov. 18. It is believed he was injured by a hit and run driver.

Portland, Ore.—A watchman has confessed setting fire to the grain docks of Balfour, Guthrie & Co., which burned here Oct. 28, causing an \$82,000 loss, principally on wheat. Previously the man had set three small fires. He had been employed on and off by the company for several years, but was about to be discharged, due to installation of a new fire system.

Longview, Wash.—The Watkins Produce Co. has sold its local seed and feed store to Maurice Windus, prominent Mt. Vernon educator, who has assumed active charge of the business. Harold Watkins, Mt. Vernon manager of the Watkins Co., stated he is retaining his Longview mill and Kelso store, and more time is to be devoted to the implement and explosive business.

Culdesac, Ida.—A grain warehouse and elevator leased from the F.C.A. by the Lewiston Grain Growers, Inc., were destroyed by fire recently at a loss estimated at \$90,000, the buildings valued at \$9,500 and the 160,000 bus. of wheat they contained appraised at \$80,000, partly insured. No fire fighting equipment was available, the nearest water supply was a quarter of a mile distant.



Pendleton, Ore.—A regional dinner-meeting of grain dealers and farmers was held Thurs., Dec. 1, at the Pendleton Hotel under the auspices of the Pacific North West Grain Dealers Ass'n. Harry L. Brown, assistant sec'y of Agriculture from Washington, D. C., was the guest speaker.

Portland, Ore.—The first birthday of the Portland Grain Exchange was celebrated recently. Floyd Roberts, president of the Grain Exchange, spoke briefly before the members, recounting the rapid strides made during the year when a total sales of 610,000 bus. were recorded. High sales of the year were registered during March, 1938, sales of the month totaling 125,000 bus. Total sales on the futures market for the year were 371,000 bus.

Creston, Wash.—Motions of the plaintiff, the F. M. Martin Grain & Milling Co., for new trials in its suits against the Millers National Ins. Co., the Mill Owners Fire Ins. Co., the Millers Mutual Fire Ins. Co. and the Michigan Millers Mutual Fire Ins. Co., were denied in orders signed by Judge W. M. Nevins in the superior court at Davenport, Nov. 16, and judgments for the costs of these actions were entered against the milling company. The company sued the five insurance companies, seeking \$30,000 for wheat stored in the Creston Co-operative Grain Co. warehouses and elevator here, when they were destroyed by fire March 1, 1936. A superior court jury, on Dec. 17, last, found for the defendants. It is reported now that the suits will be appealed in the supreme court.

## PENNSYLVANIA

Denver, Pa.—The Gehman Bros. mill sustained a small damage by fire on Nov. 8, from the slipping of a belt on a motor pulley.

Scranton, Pa.—The feed storage plant of the Scranton Flour & Grain Co. was damaged by fire Dec. 1. Delay in sounding the fire alarm gave the flames a big start. Loss is estimated at \$20,000. A large portion of the grain was stored on the first floor, where damage was limited to that caused by water.

## SOUTH DAKOTA

Erwin, S. D.—Herman Hansen, of Aurora, has taken charge of the George P. Sexauer elevator here, succeeding Ray Curry, who resigned.

Aberdeen, S. D.—The South Dakota Wheat Growers Ass'n is equipping its elevator with a Howell Direct Connected Geared Head Drive and 10-h.p. Fairbanks Motor.

Centerville, S. D.—The Farmers Grain Co. elevator, closed for a short time, has reopened with the grain and coal departments operated by different parties. Jack Devers and son, Ed, have taken over the grain buying part of the business while P. J. Waltner, manager of the elevator for a short time before the stockholders decided to close, is handling the coal department.

Herrick, S. D.—The government filed findings of fact, conclusions of law, and order for judgment in the case of the United States against A. Zorba, of the Zorba Land, Grain & Live Stock Co., for alleged conversion of grain on which the government held a lien thru a Farm Credit loan. Zorba, it is said, purchased the grain from a debtor of the F.C.A., and the government now gets judgment for its interest in the grain, amounting to only \$7.14. Zorba is assessed for costs of the suit, and interest.

## SOUTHEAST

Hollywood, Miss.—The Farmers Gin & Mfg. Co. plant was destroyed by fire recently, with a \$15,000 loss.

Birmingham, Ala.—Fire, due to a trash pile blaze, caused an \$800 loss to the Cosby-Hodges Mfg. Co. recently.

Georgiana, Ala.—G. W. Salter & Son has added another room to its store, which will house an enlarged feed department.

Hephzibah, Ga.—N. A. Cooper & Sons of Athens, Ga., have purchased the Richmond Mills and are adding a feed mill to the plant.

Cambria, Va.—The Exchange Milling Co. suffered a small damage loss on Oct. 9, due to exposure from a creamery and flour mill building.

## TEXAS

Fort Worth, Tex.—J. M. Clark, chief inspector of the Fort Worth Grain & Cotton Exchange, fell and broke his right arm recently.

Hereford, Tex.—The Frazier Oil & Grain Co. is installing a 200-bbl. flour mill, which is expected to be ready for operation Jan. 1.

College Station, Tex.—Texas Feed Manufacturers Ass'n held its annual meeting here Dec. 1. The program was in charge of the A. & M. College officials.

McGregor, Tex.—The McGregor Mill & Grain Co. plant was destroyed by fire Nov. 18. Loss on the building is estimated at \$8,000 and on the small grain and corn at \$2,500.

Sudan, Tex.—Lamb County Grain Co. was recently incorporated to conduct a warehouse; capital stock, \$2,000. Incorporators are Sam Sanders, James A. Gowdy and E. C. Davis.

Fort Worth, Tex.—New members enrolled by the Texas Grain & Feed Dealers Ass'n include the Farmers Elevator Co., Inc., of White Deer, Tex.; the Texas Star Flour Mills, Galveston; A. S. Lewis, Dallas, Tex.—G. E. Blewett, sec'y.

Lamesa, Tex.—John A. King has completed a new storage house for grain and has installed a new feed grinder, which will enable him to do custom grinding. He will conduct a retail feed and coal business as well as buy any kind of grain.

Fort Worth, Tex.—I have just been furnished a copy of a suggested State Wage and Hour Bill which will probably be introduced at our coming Session, this suggestion being made by Sec'y of Labor Perkins at a convention of all labor commissioners in Washington, recently. This bill is more drastic than the Federal Bill, carrying no exemptions whatever. This Ass'n should have ample funds to fight this bill when and if it is introduced at Austin.—G. E. Blewett, sec'y, Texas Grain & Feed Dealers Ass'n.

Fort Worth, Tex.—A new truck peddler bill will be introduced at the coming session, prepared by the Texas Grain & Feed Dealers Ass'n and supported and indorsed by all the various trade organizations in Texas. The bill is revised from one that died on the calendar last year. It is, in part, "to require itinerant merchants to obtain and carry motor vehicle liability and property damage insurance; to require itinerant merchants to provide integrity bonds to protect the public against fraud; to require itinerant merchants to provide bonds for the payment of taxes and license fee; to provide for the appointment of the Railroad Commission of the State of Texas as the agent of itinerant merchants and their sureties for the service of process on them or either of them in this State; to provide for the service of process on such agent; to provide criminal penalties and civil liabilities for violation hereof; and declaring an emergency." Ass'n members are urged to urge state senators and representatives to vote for this bill.—G. E. Blewett, Sec'y, Texas Grain & Feed Ass'n.

## UTAH

Tremonton, Utah.—The Garland-Tremonton Milling Co. mill was destroyed by fire the night of Nov. 12, at a loss estimated at \$15,000. The loss was partly covered by insurance. Alfred Michaelis of Garland is manager of the mill, one of the largest in Box Elder county, and one of the oldest mills still in operation. Practically all of the feed grinding, mixing, rolling and related operations for the company have been carried on at this mill. A new feed preparation plant and storage facilities will likely be started just as soon as the clean-up work is finished, it is stated.

## WISCONSIN

Exeland, Wis.—Ralph Teele is erecting a new feed store here.—H. C. B.

Arcadia, Wis.—A. A. Blumentritt, formerly of Strum, is operating a feed mill here.

Shawano, Wis.—Theodore Buettner, pioneer miller, observed his 90th birthday Nov. 27.—H. C. B.

Cadott, Wis.—E. J. Crane & Sons, Chippewa Falls, recently installed a corn and cob crusher in their local plant.

Slinger, Wis.—The A. B. R. Grain Co. recently installed a new 24-in. attrition mill and a 1-ton triple action feed mixer.

Fox Lake, Wis.—C. S. Porter is improving his elevator with the installation of new Atlas Rubber Covered Bucket Belting.

Brandon, Wis.—The Farmers Elevator Co. recently purchased and installed a Howe 15-ton Motor Truck Scale, platform 22 x 9 ft.

Princeton, Wis.—Alex Koleski has taken over the Marshall Bros.' feed grinding business.

Sheboygan, Wis.—Edward H. Hasenstein, salesman for the Mayr Seed & Feed Co., was married Nov. 19 to Miss Virginia E. Valdes.—H. C. B.

Withee, Wis.—John Christensen, 74, operator of a grain elevator and warehouse here since 1902, died Nov. 16 in an Eau Claire hospital.—H. C. B.

Horicon, Wis.—Harvey A. Braunschweig, of the Mayr Seed & Feed Co., at Beaver Dam, Wis., was married Nov. 12 to Miss Pearl Heling.—H. C. B.

Cadott, Wis.—Alphonse Ampe, manager of the local Crane branch warehouse for the past seven years, has opened a new feed store in the Harding building.

Sussex, Wis.—Nettesheim and Otto have purchased the old freight depot at Pewaukee and are using it to build a grain elevator here and will install a feed mill.

Wisconsin Dells, Wis.—Daniel G. Colby, 74, operator of a portable feed grinding mill, died suddenly Nov. 21 in his home here following a heart attack.—H. C. B.

Strum, Wis.—Oliver Stomprud is managing the Strum Mill, vacated by Al Blumentritt, until more definite arrangements are made. Merthin Rognlien is owner of the mill.

Jackson, Wis.—Hoge & Gumm held open house Dec. 3 in celebration of the installation of a feed mill, feed mixer and corn crusher and cracker in their elevator here.—H. C. B.

Bloomer, Wis.—O. F. Stelter & Sons are installing new feed plant equipment, including an 18-in. double head motor driven feed mill and a one-ton vertical batch mixer, supplied by R. R. Howell Co.

Superior, Wis.—Proposed demolition of the Daisy and Listman mills in East End was protested by the Superior Federation of Labor at its regular meeting the night of Nov. 16, and the protest filed with the city council.

Superior, Wis.—Robert North of this city was appointed to the state grain and warehouse commission Dec. 1 by Gov. La Follette to complete the unexpired term of Sen. Philip Nelson, who resigned to campaign successfully for reelection.—H. C. B.

Grantsburg, Wis.—The old Hickerson Roller Mill has been dismantled. All machinery has been taken from the building and sold to the Amber Milling Co. at Rush City, Minn., with the exception of a corn sheller, which has been purchased by the Farmers Feed Store.

Horicon, Wis.—Hugo Henkel has purchased the old Milwaukee Elevator, situated near the depot, and will handle feed, grains and seeds. He will install new grinding and mixing equipment. Mr. Henkel was formerly operator of the Mayr Seed & Feed Co. elevator here.

La Crosse, Wis.—The Wisconsin Food Products Co. has opened a new breakfast food factory here, manufacturing puffed wheat and puffed rice. The company plans to manufacture other food products in the near future. J. F. Ziemann and H. L. Clements are owners.

Loyal, Wis.—O. W. Trindal & Son awarded contract to the T. E. Ibberson Co. for the installation of a new Strong-Scott Attrition Mill with two 25-h.p. motors and a cleaner and mixer. New bins will be provided and the old plant remodeled. Harold Hills is local manager of the business.

Elm Grove, Wis.—George and Roland Reinders celebrated the completion of their new feed and fuel warehouse with a party. Approximately 3,000 customers were invited and, among the hosts, was John Reinders, father of George and Roland, who conducted the business for years.—H. C. B.

Union Grove, Wis.—First carload of soybeans ever to be shipped from Wisconsin was received late in November in Milwaukee from the Farmers Co-operative Elevator. Indications are that Racine County is getting the jump on the rest of the state in the development of the beans as a commercial farm product.—H. C. B.

Superior, Wis.—W. G. Kellogg, Minneapolis, vice-president of the Bunge Elevator Corporation of America, an affiliate of the Bunge & Born Co., Buenos Aires, and J. Diesenbach, owner of a semolina mill at Rush City, Minn., recently inspected the abandoned Standard Milling Co. property with a view to reopening the mill.—H. C. B.



## Grain Carriers

Madison, Wis.—Four out of every five farms in Wisconsin are operated by the owners, according to the Crop Reporting Service of the Wisconsin and United States Departments of Agriculture. A recent study of farm tenancy in Wisconsin shows that in 1910 nearly 14 per cent of the farms in Wisconsin were operated by tenants. Since that time farm tenancy has gradually risen, but the most rapid increase has come in the years since the World War. This means more landlords' liens to embarrass the grain buyer.

### MILWAUKEE LETTER

The 750,000-bu. storage addition to the large plant of the Froedtert Grain & Malting Co., Milwaukee, has been completed by the John S. Metcalf Co.

Carl Peters of the Charles A. Krause Milling Co., has been named head of the Royal Order of Zebras of the Milwaukee Ass'n of Credit Men.—H. C. B.

The rate of interest for advances on Bs/L for the month of December, 1938, has been determined by the finance com'te of the Milwaukee Grain & Stock Exchange at 5 per cent.

Civil suits brought by the Charles A. Krause Milling Co. of Milwaukee against 20 insurance companies for \$700,000 damages growing out of an explosion and fire at the plant April 10, 1937, were dismissed by stipulation Nov. 23 in federal court here by Judge Geiger. It was reported that the risk firms had settled the claims for about \$385,000.—H. C. B.

### WYOMING

Torrington, Wyo.—Ray Sutherland, prominent grain elevator operator, died suddenly while at work on Nov. 28.

### Transit on Reduced Government Rate?

Thirty-four carloads of wheat were shipped in 1935 and 1936 by the Federal Surplus Commodity Corporation from Oregon and Washington to Louisiana and Texas, stopping in transit for milling at Dallas, Tex., by the Morten Milling Co. and the Blue Bonnet Flour Corporation, at the rate granted government shipments.

Claiming free transit is not permissible at the reduced rates the Gulf, Colorado & Santa Fe Railroad Co. has brought suit against the Tex-o-Kan Flour Mills, Inc., in the federal court at Dallas to recover \$2,655, making up the full rate that would have justified transit.

The country's monetary gold hoard increased last week \$72,000,000 to the record-breaking total of \$14,312,000,000 in 59-cent dollars.

### For Truck and Barge Competitive Rates in Northern Illinois

The Illinois Grain Dealers Ass'n and the Illinois Farmers Grain Dealers Ass'n jointly have petitioned the Illinois Freight Ass'n to establish freight rates on corn from Northern Illinois points to Chicago that will permit the elevators in that territory to meet truck and barge competition. The proposal sets forth that it will be satisfactory for these rates to be subject to established grain minimum and made applicable on state traffic only, and not subject to transit; in other words, to publish rates similar to those that expired Dec. 31, 1937.

The proposed rates on corn cover IC points from Monee to Danforth, Irwin to Charlotte, Griswold to Flanagan. CRI&P from Joliet to Utica. AT&SF from Romeo to Kernan. EJ&E from Frontenac to Caton Farm. ALTON from Summit to Ocuya, Nevada to Smithdale. WABASH from Brisbane to Wing, Cornell to Lodemia. CB&Q from Oswego to Richards. C&EI from Beecher to Pittwood.

A hearing was held on the petition in the Union Station, Chicago, Nov. 29.

Fort William, Ont.—Twenty-six vessels were in the harbor Nov. 28 to load grain.

Increased insurance rates soon becoming effective, 15 grain laden vessels left Fort William, Ont., Nov. 29.

The standard box car in use on railroads of this country has a load limit of 124,700 pounds or more than 62 tons.

Grundy Center, Ia.—One elevator here, besides shipping out several carloads of soybeans, has shipped 160 truckloads of beans to Waterloo.

The largest shipment of grain from Houston, Tex., left recently in the steamship Frumenton, with 323,441.18 bus. wheat and 30,598.34 bus. of kafir for Antwerp.

The Canadian Pacific Railroad Co. has asked the Central Freight Ass'n to give it participation in the new export reshipping rates on grain via its lines to Portland and Boston.

Muscataine, Ia.—Repair of the Hennepin Canal was advocated at the recent meeting of the Mississippi Valley Ass'n at St. Louis, giving Muscatine a direct water outlet to Chicago.

C. B. & Q.'s Supplement No. 1 to Tariff G. F. O. No. 1346-R, Ill. C. C. No. 1956, effective Dec. 16, increases rate on grain and grain products between Chana and Chicago, Ill.

Grain and grain products were loaded into 29,159 cars during the week ending Nov. 26, against 32,536 cars during the like week of 1937, as reported by the Ass'n of American Railroads.

Illinois Central Supplement No. 17 to Tariff 7679-V, Supplement No. 15 to Ill. C. C. No. A-1481, effective Dec. 8, provides change in rules and regulations covering shipments of grain stopped in transit at Kankakee, Ill.

To meet competition of truckers by legislation the Kansas City Board of Trade is compiling reports from grain shippers showing the number of cars shipped in Kansas and Missouri each year since 1932 and the number shipped before and after Jan. 1, 1935.

North Dakota railroads have petitioned the Interstate Commerce Commission to investigate the intrastate rates on grain and live stock that are lower than corresponding rates for interstate movement. The railroads would have the rates set by the state railroad commission declared discriminatory.

Kansas City, Mo.—The Board of Trade has been granted a reopening of the complaint on grain transit filed a year ago and on which an adverse ruling had been made July 27. The complaint alleged that Kansas City was being denied certain stopping and transit privileges while other points were allowed them.

Chicago & Illinois Midland Railway Co.'s Supplement No. 1 to Tariff No. 5-H, Ill. C. C. No. B-205, effective Dec. 20, cancels rate on grain from Havana to Peoria and Pekin, Ill., and cancels rates on feed, animal or poultry, from Peoria and Pekin to Allison Branch and Bruce-Stewardson, Ill.

Chicago, Ill.—The readjustment of proportional rates from Chicago and related gateways to points in Central Freight Association territory on grain and grain products originating in, or manufactured from grain originating in, Trans-Mississippi River and Northwestern territories, published to become effective Dec. 5 is postponed for the purpose of having the Interstate Commerce Commission determine the proper basis east of Chicago and related gateways on shipments originating in Trans-Mississippi River territory transited at Minneapolis and other points in

Northwestern territory.—J. S. Brown, mgr. Transportation Department, Chicago Board of Trade.

In I. & S. 4558 the Interstate Commerce Commission leaves as they are the rates on wheat and products from Missouri River markets and beyond to Chicago and east with transit at Minneapolis, suspending the expiration dates in Kipp's I. C. C. No. A-2825, and supp. 29 to Soo Line I. C. C. No. 6695.

Panama Canal revenue from operations during the fiscal year ended June 30, 1938, was \$23,305,527, and operating expenses \$9,395,624, leaving a net revenue of \$13,909,903. This is a return of 2.9 per cent on the capital investment of \$507,666,409, not including costs of fortifying the canal nor military expenses.

San Francisco, Cal.—A fair amount of activity was experienced during November in the Pacific Coast grain freight and charter markets, with a slight advance in cargo rates on full cargo business. The exportation of American wheat and flour to North China is probably responsible for the advance.—W. H. B.

Chicago, Ill.—For the first time in the history of this port a large freight boat entered Lake Calumet last month, the D. Z. Norton, with 293,000 bus. of wheat. Since 1934 a harbor 28 ft. deep has been dredged in the south end of the lake, the clay being used to create 125 acres of made land for docks and warehouses.

Class I railroads of the United States in the first ten months of 1938 had a net railway operating income of \$273,709,020 which was at the annual rate of return of 1.24 per cent on their property investment, according to reports just filed by the carriers with the Bureau of Railway Economics of the Association of American Railroads.

Sale of the Mississippi River government barge line was urged by the transportation conference at Washington sponsored by the Chamber of Commerce of the United States. The conference also urged repeal of the undistributed profits tax, measures regulating train length and working conditions and special freight rates to the government under the land grant statutes.

New Orleans, La.—E. H. Thornton, manager of the New Orleans Joint Traffic Bureau, told Examiners Mackley and Hall of the Interstate Commerce Commission, at the hearing that the ports should enjoy the same rates for transshipment of grain received by water as the inland points enjoy for all rail-carried grains. He asked that New Orleans, Mobile, Pensacola and other Southern ports be given this parity with inland points.

Abandonment of 67.47 miles of line by the Rock Island was authorized Nov. 30 by the Interstate Commerce Commission, disregarding a plea by the railroad brotherhoods that the men would lose their jobs. The Commission rules that it had no power to impose labor conditions. The line to be abandoned extends from Altamont to Stillings Junction, Mo., and was once part of the main line, before the more direct line was built eight years ago.

Fred S. Keiser, traffic commissioner of the Duluth Chamber of Commerce, attended the hearings under way in Minneapolis, on a petition of the Traffic Ass'n there for eliminating switching charges levied on all grain shipped into that and the Duluth market. A number of grain growers and shippers also asked to have the charges abolished because farmers and shippers were hit to the extent of \$200,000 annually. No protest has arisen over switching fees in Duluth, because buyers absorb the charge instead of billing it back on the country seller, a practice just



the opposite in effect in the Twin Cities.—F. G. C.

**Minneapolis, Minn.**—Joint hearings by the Interstate Commerce Commission and the Minnesota Railroad and Warehouse Commission began Nov. 30 on complaints against switching charges on grain and flaxseed to and from Minneapolis, St. Paul, Duluth and Superior. At several other grain markets complainants allege the grain goes to industries and connecting lines at the line haul rate without a charge for switching, effecting unjust discrimination.

For each pound of coal consumed in freight service the railroads in the first nine months of 1938 hauled eight and four-fifths tons of freight and equipment a distance of one mile, the best record in fuel efficiency that has ever been established in the freight service. This was an increase of 5.2 per cent in fuel efficiency compared with 1920, when the average for the entire year was five and four-fifths gross tons hauled one mile for each pound of coal used.

## Why the Discrimination in Rates?

Due to trucks supplying practically 100% of the nearby corn needs—except from local industries—about the only demand on the local market at present comes from buyers for Texas and other points in the far South and West

### BUT

Here is what actually happens. If a dealer from a more distant point, say Palmer, Ia., and a dealer from a nearby point, say Lexington, Mo., each have a car of corn for sale on our Kansas City market, the Texas buyer can purchase the Palmer car and ship it to Fort Worth for 21½¢ cwt. But he cannot buy the Lexington car and ship it to Fort Worth without paying 26¢ cwt., and the out-bound railroad would refund in no way this additional 4½¢ cwt.

In addition, the inbound road charges the Lexington dealer a ridiculous rate of 10¢ cwt. for a haul of 43 miles, while the out-bound road charges only twice as much (20½¢) for a haul of 483 miles, or ELEVEN TIMES FARTHER.—S. C. Masters of Russell Grain Co.

## I.C.C. Schedules Hearings on Truck Regulation

Acting under authority of the Motor Carrier Act, the Interstate Commerce Commission has scheduled a hearing Ex Parte No. MC-28, in Washington Dec. 16, to determine if its authority to "promote safety of operation, and . . . prescribe qualifications and maximum hours" extends only to drivers of trucks of private carriers that operate in interstate commerce, or whether its authority extends to all employees of private carriers.

A series of hearings have been scheduled also to establish "reasonable requirements with respect to qualifications and maximum hours of service of employees and safety of operation and equipment." Involved are all businesses that operate their own trucks in interstate commerce, including grain dealers who haul grain, feed, or other products, whether owned or not, across state lines.

Titled "Ex Parte MC-3," these hearings are to be held: Jan. 9, Interstate Commerce Commission offices, Washington, D. C.; Jan. 12, Hotel New Yorker, New York City; Jan. 16, Hotel Sherman, Chicago; Jan. 19, Hotel Nicolet, Milwaukee; Jan. 23, U. S. Court House, Spokane, Wash.; Jan. 25, Hotel Multnomah, Portland, Ore.; Jan. 30, California Railroad Commission offices, Los Angeles, Cal.; Feb. 3, Hotel Fontenelle, Omaha, Neb.; Feb. 6, Hotel Peabody, Memphis, Tenn.

The Wage-Hours Law exempts from its provisions regarding hours, all employees for whom

the Interstate Commerce Commission is authorized to establish qualifications and hours of service. Should the hearings in Ex Parte MC-3 establish that the authority of the Commission also extends to garage attendants and other employees, such employees would also be exempt from the Wage-Hour Laws regulations.

## Analysis of South Dakota Cooperative Elevators

By PROF. RAYMOND PENN before Farmers Elevator Ass'n of South Dakota

The South Dakota State College Experiment Station and the Farm Credit Administration made a survey of all the cooperatives in South Dakota to find out what kind they were, where they were located, and something of their problems. There were about 350 cooperative associations in South Dakota in July, 1937. Of this number 203 were cooperative elevators, 51 were cooperative oil stations, and 40 were cooperative creameries.

Even in the poor marketing year of 1936-1937 when there was very little grain handled the elevators did \$12,600,000 worth of business as compared to the next closest group—creameries—which did \$5,600,000 worth of business. In July, 1937, there were 27,700 members of cooperative elevators, and 52,800 patrons.

It was evident from this general survey of cooperatives in South Dakota that the cooperative elevator group is by far the most important from the standpoint of numbers, extent of membership, and volume of business.

An attempt has been made to analyze the business activities of a large group of cooperative elevators to show how these elevators compare with other elevators of the same size and the same type of business; also to compare these elevators with all those associations in the area. The S. D. State College Experiment Station and the Farm Credit Administration have again cooperated on this analysis. Information was secured on the business operations of 78 elevators in the 1936-37 marketing year and 74 elevators in the 1937-38 marketing year. The information collected was analyzed as to the working capital, fixed capital, the volume of business, and the financial results of operation. The main value resulting from this analysis is to the individual association.

First, in respect to the relationship between total sales and expenses per dollar of sales for the marketing year 1937-1938. In those elevators which did less than \$25,000 gross business, the expenses per dollar of sales were 20 cents; elevators doing between \$25,000 and \$50,000 the expense per dollar of sales was 12.4 cents; those associations doing between \$50,000 and \$75,000 business had expenses of 8.7 cents per dollar of sales; those doing between \$75,000 and \$100,000 of business had expenses of 6.7 cents per dollar of sales; those doing between \$100,000 and \$150,000 of business had expenses of 6.1 cents per dollar of sales; those doing between \$150,000 and \$200,000 of business had 5.3 cents per dollar of sales; those doing over \$200,000 worth of business had expenses of 6.5 cents per dollar of sales.

It appears from this analysis that a cooperative elevator must do approximately \$150,000 in business in order to get the overhead costs to a minimum.

Of the elevators doing over \$200,000 worth of business, a few had very large sideline businesses. This accounts for the increased cost per dollar of sales in this group.

All elevators have a difficult job to maintain their margins on grain sales when prices are on a downward trend. This is especially true when the volume of grain is so small that it cannot be hedged daily. In the 1937-1938 marketing year the price was on the down grade, and as a result many elevators were operating on less than the 3-cent margin per bushel.

In this discussion of volume and expenses it must be remembered that the manager and the directors and the members have much to do with the efficiency of operation of the association. Some elevators had very low cost with a volume of sales less than \$100,000. There were other associations with sales over \$200,000 that had rather high costs. The possibility for expanding the volume of business rests partly in getting better crops in their respective communities, and partly in reducing competition between cooperatives in the same trade area.

A second point of interest is the ratio between current receivables and current assets. Current receivables should not represent more than 40 per cent of the current assets of an elevator association. There were three associations with less than 10 per cent of their current assets tied up in current receivables; five associations had between 10 and 20 per cent of their current assets in current receivables; seven associations had between 20 and 30 per cent of their current assets in current receivables; nineteen associations had between 30 and 40 per cent of their current assets in current receivables. This makes a total of thirty-four associations out of seventy-five who had less than 40 per cent of their current assets tied up in current receivables. Sixteen associations had between 40 and 50 per cent of their current assets in current receivables; six associations had between 50 and 60 per cent of current assets in current receivables; five had between 60 and 70 per cent of current assets in current receivables; five associations had between 70 and 80 per cent of current assets in current receivables; nine associations had between 80 and 90 per cent of current assets in current receivables.

This makes 41 elevators who had more than 40 per cent of their current assets in current receivables. It appears from these figures that cooperative elevators must adopt a more rigid credit policy if they are to maintain enough operating capital to function efficiently. The credit problem of elevators has been aggravated by the lack of money in the community and by the increased sideline business.

The report that Missouri corn growers were training the corn borers to make corn cob pipes was true, but the borers objected to the state tax on screws so pulled a sit-down strike and that closed the open air meerschbaum factory.

Ten weevil were put in an elevator boot on a hot day in June. Every nineteen and one-half hours the number of weevil in the boot was doubled. How soon was the leg-belt stopped and burned in two by the friction of the head pulley?

## Texas Rates on Coarse Grain

Examiners Mackley and Hall of the Interstate Commerce Commission have recommended in No. 27,725 and 27,337 that the Commission hold that the refusal of the Texas Railroad Commission to permit the increased interstate basis on coarse grains on intrastate shipments has resulted in undue prejudice and unjust discrimination against interstate and foreign commerce.

They recommended an increase in intrastate rates on coarse grains to the basis prescribed in 164 I.C.C. 694 and 205 I.C.C. 301.

Shippers attacked rates on wheat from Dimmitt, Magic City, Densworth, Meldavis, Wesco and Belco, Tex., to Texas ports as parts of thru rates to destinations in north Atlantic seaboard territory and to foreign ports for export. The rates were alleged to be unreasonable because they exceeded the maximum common-point rate of 33 cents.

The examiners said the Commission should find that the conditions affecting the transportation of coarse grains between points in Texas had not been shown to have changed materially since the findings and orders in respect of those rates in the grain case.



# Field Seeds

**Louisville, Ky.**—The annual convention of the Kentucky Seed Dealers Ass'n will be held here in January.

**Raleigh, N. C.**—The retail seed dealer's license which has cost \$25 since 1918, has been reduced to \$10 in the new seed law.

**Washington, D. C.**—Proposed federal seed legislation will be considered at a meeting Dec. 15 and 16 announced by the Sec'y of Agriculture.

**Memphis, Neb.**—The seed, feed and implement store of the Farmers Union Co-operative was recently damaged by fire. The loss was \$8,500, fully insured.

**Helena, Mont.**—Walter Card, aged 70, and for 33 years in charge of the seed department of the State Nursery & Seed Co., died Nov. 5 of heart trouble.

**Conrad, Mont.**—The newly organized Conrad Producers Co-operative has bought the seed and feed business of Iren DeSteffany. Alvin Erickson will be manager.

**Langdon, N. D.**—The state durum show will be held here Dec. 15 and 16. Samples collected from 200 elevators will be graded, for seed. Speaking programs afternoons and evenings will add to the interest.

**Fargo, N. D.**—The W. H. Magill Seed Co. has been formed by W. H. Magill, formerly with the firm of Magill & Co., operating the Fargo Seed House. The new firm has taken a building in Front street and will specialize in hybrid seed corn.

**Diagonal, Ia.**—John T. Price has 80 acres of popcorn and is buying from his neighbors. He has shipped one car of 800 bus. to Kansas City, with two more to go. Some of his fields of popcorn yielded a crop greater in value than the price he paid for the land.

**Grand Junction, Colo.**—Creditors of the Grand Junction Seed Co. met recently and appointed D. W. Aupperle trustee to take charge of and operate the business. Liabilities are \$60,822 and assets \$98,716. The retail store at Ogden, Utah, will be closed. Another meeting of creditors will be held Dec. 15.

**Ottawa, Ont.**—The new paragraph of the regulations on important importation of seeds provides that "The coloring of red clover and alfalfa seed may be done by the consignor before shipment to Canada or by the consignee upon arrival of the seed under supervision of an inspector or a collector of National Revenue."

**Astoria, Ore.**—Clatsop County's bent grass growers have sold the bulk of this fall's crop of seed, only a month after the harvest was completed. In addition to 1,000 acres of bent grass, growers harvested several

score of acres of fescue grass for seed this year, a new crop in this district. Fescue and crested wheat grass both brought a good price this year.—F. K. H.

**Raleigh, N. C.**—Once known as the "dumping ground" for poor quality seed, North Carolina has joined the more progressive states with the perfection of a seed testing laboratory second to none in the South. Seed tests for germination and purity were increased 65 per cent over the previous biennium. A total of 20,714 seed tests were made free of charge for farmers. With the addition of one analyst, the capacity for work has been approximately doubled.—W. Kerr Scott, Commissioner of Agriculture.

**St. Paul, Minn.**—A hybrid corn course was opened Dec. 12 at University Farm by W. C. Coffey, director of the University Department of Agriculture. Topics and speakers included "Grading Methods Used in Wisconsin for Registered Hybrid Seed," Prof. A. H. Wright, University of Wisconsin, Madison, Wis.; "Problems in Planting Hybrid Seed Corn," J. D. Barnard, LeSueur, Minn.; a special seed grading demonstration by Henry Olsgard, farmer near Houston, Minn.; "Economic Consequences of Hybrid Corn," by Dr. A. A. Dowell, University farm economist. Monday night, members of the short course attended a banquet sponsored by the Minnesota Crop Improvement Ass'n.

**Lexington, Ky.**—Fall trade on field seed was good in most lines; slightly off on blue grass and very heavy on orchard grass. We also had some excellent fall trade for clovers. We have in sight one of the largest crops of Korean Lespedeza on record. It looks like prices on this item will be very cheap this spring. In fact, with the exception of orchard grass there doesn't seem to be any shortage in any of our major items. Orchard grass was practically a failure last year, and the importations, according to our estimate, will only supply half the normal demand. We have a large crop of tobacco here, and the best quality on record, and we think we are going to get a good average price, which, as far as Lexington is concerned, will turn loose probably about \$23,000,000 in new money and about one and one-half times as much as that in the other burley markets in central Kentucky, most of which money will ultimately find its way thru Lexington. We are looking for a good spring trade.—A. C. Brent, pres., C. S. Brent Seed Co.

## Seeds in the Trade Agreement

The trade agreement made Nov. 17 between the United Kingdom of Great Britain and Northern Ireland, effective Jan. 1 for a 3-year period reduces the rate per pound of duty on imports into the United States as follows: Rye grass seed, 3c to 1½c; clover seed not specially provided for, 3c to 2c; turnip seed, 4c to 3c; rutabaga seed, 4c to 3c; mustard seeds, whole, 2c to 1¾c.

On exports of seeds from the United States to the United Kingdom the rate of duty remains the same, 10 per cent ad valorem, and it is agreed that the rate of duty shall not be increased during the life of the agreement on Meadow fescue; smooth-stalked meadow grass (known here as Kentucky blue grass); agrostis, variety alba, otherwise known as redtop; and timothy.

## Western Seedsmen Discuss Trying Trade Problems

"Buying of wholesale stocks of seeds this fall has been on a sounder basis than in a number of years," declared Berkley Michael, of the Michael-Leonard Seed Co., commenting on the national stocks of field seeds and business prospects for seedsmen, during the mid-winter meeting of the Western Seedsmen's Ass'n, at the Continental Hotel, Kansas City, Mo. "Seedsmen have found the soil conservation program of the federal government a help since it has encouraged planting of legumes and forage plant seeds. But a great many seemingly hidden costs have crept into the seed business and it is important to the seedsmen to take sufficient margin on the stocks he handles to cover all of the costs of the services he renders."

JOSEPH F. COX of the U. S. Department of Agriculture had described earlier the soil conservation and farm program of the government for 1939, including therein a summary of Department of Agriculture activities for the last six years, and a summary of the acreages devoted to various crops.

"It is estimated that over one hundred million dollars of the 1939 program will be claimed by farmers who successfully carry out soil conserving practices involving planting of grasses and legumes."

W. A. WHEELER, also of the Department of Agriculture, talked to the seedsmen about seed verification service, with particular reference to the seed dockage inspection service and the investigational work on dockage of sudan, sweet clover, and lespe-deza. Mr. Wheeler's purpose was to extend the latter services which were announced by the hay, feed, and seed division earlier this year.

LYNDON KING, Minneapolis, chairman of the wage-hour com'te of the American Seed Trade Ass'n, described the Wage-Hour

## Imports of Forage Plant Seeds

Imports of forage plant seeds during November, and during the five months ended Nov. 30, compared with the like periods a year earlier, as reported by the Bureau of Plant Industry, were as follows, in pounds:

	November		July-November	
	1938	1937	1938	1937
Alfalfa	247,500	730,600	372,900	1,357,000
Bluegrass, Can.	4,000	15,600	4,000	22,300
Brome, smooth	214,500	102,500	496,000	223,900
Clover, alsike	700	93,000	700	271,000
Clover, crimson	....	132,000	4,479,200	1,706,700
Clover, red	100	315,900	162,500	987,500
Clover, white	479,100	359,200	812,300	1,025,300
Fescue, meadow	600	....	11,800	....
Grass, orchard	485,700	....	1,368,800	45,100
Mixtures, alsike and timothy	200	66,700	200	79,300
Mixtures, alsike, timothy and red clover	....	....	7,400	....
Rape, winter	1,064,300	870,700	3,982,400	1,722,600
Ryegrass, Italian	....	261,300	2,300	564,600
Ryegrass, per'l	49,700	242,500	192,800	464,300
Timothy	100	....	200	1,300
Vetch, common	....	88,000	868,500	2,044,200
Vetch, hairy	98,600	43,600	4,466,400	4,435,100
Vetch, Hungarian	....	....	....	284,200
Bentgrass	600	1,000	2,800	8,100
Bluegrass, annual	....	....	7,100	....
Bluegrass, r'gh	109,100	112,000	201,300	286,200
Bluegrass, wood	1,100	....	1,500	1,100
Clover, subter'n	200	....	....	300
Clover, suckling	2,100	....	31,600	10,300
Dogtail, crested	100	9,100	100	15,500
Fescue, Chew	43,600	12,200	453,100	524,800
Fescue other	48,600	23,000	101,000	56,900
Grass, Bahia	4,400	....	12,900	....
Grass, carpet	....	....	12,300	200
Grass, Dallis	100	31,300	94,400	64,600
Grass, Guinea	1,500	....	23,500	....
Grass, molasses	1,300	3,300	1,700	3,300
Grass, rescue	26,100	....	47,900	1,100
Grass, Rhodes	100	3,800	31,900	20,300
Grass, velvet	2,000	....	20,100	800
Medick, black	11,100	11,100	44,300	32,800
Mixtures, grass	....	....	....	4,200
Sweetclover	2,597,600	1,232,400	4,734,300	3,703,700
Vetch, purple	....	....	....	500
Wheatgrass, crested	46,900	1,400	184,600	24,300
Wheatgrass, slender	....	2,500	18,100	2,500

## Directory

### Grass & Field Seed Dealers

#### CRAWFORDSVILLE, IND.

Crabbs, Reynolds, Taylor Co., clover, timothy.

#### GREEN SPRINGS, OHIO

The O & M Seed Co., seed merchants.

#### PAULDING, O.

Stoller's Seed House, wholesale field seeds.

#### ST. LOUIS, MO.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.



Act and reviewed all possible effects of this legislation on the seed industry.

PRESIDENT EARL M. PAGE, St. Louis, ventured a review of his observations in the seed business, saying:

#### President Page for Weed Control

"The lessons of last spring were apparently so impressive that seedsmen have continued to think in retrospection far into the autumn and even through most of the harvest season. Not that seedsmen have become cautious and conservative, but perhaps a little less reckless in their attempts to outbid each other on the first hundred carloads of a very long crop or the last long tail of a reportedly 'short crop.'

"This reversal of thinking is a healthy sign and, together with somewhat larger crops of most field seeds and lower commodity prices, has led to the accumulation of inventories at more conservative levels, which is in itself grounds for mild optimism.

"Part of the increase in the index price of seed is due to the advent of hybrid seed corn and part to the increased cost of preparing for market seeds to meet the new standards of quality and freedom from weeds.

"This last point deserves serious consideration. The seed trade has borne the brunt of the fight to control weeds, installing expensive and intricate machinery, expensive laboratory equipment, employing technically trained personnel, all for the improvement of the product. These changes have greatly increased the man-hours of labor in properly cleaning seed. Most seeds must now go over two or more types of cleaning mills, some of which are of low hourly capacity. The expense of testing and labelling is most important and still increasing.

"About 75% of seeds now sold are uncleaned and untested and move from farmer to farmer, or through truck peddler from farmer to farmer. Obviously the seed trade cannot prevent the spread of weeds in seeds it does not handle. Yet it is largely those farmer to farmer sales which establish the market for our cleaned, tested and labelled seeds. Two things are needed—

"1st. Seed laws must be made applicable to all who sell seeds for planting purposes, and

"2nd. The farmer must be educated to the value of clean seeds.

"Toward accomplishment of the latter, the American Seed Trade Association last June adopted a resolution requesting that extension specialists in weed control be established in each state. For the sake of emphasis I should like to suggest that the Western Seedsmen's Association adopt a similar resolution."

THE CONVENTION'S afternoon session, called following an excellent luncheon served the delegates at the expense of the ass'n, was entirely executive. In the evening delegates attended a banquet and entertainment thru the courtesy of Kansas City seed houses.

#### Seek Extension of Seed Law Authority

The National Ass'n of Commissioners, Secretaries & Directors of Agriculture, meeting in Miami, Fla., early last month, adopted a resolution stating

WHEREAS, approximately 75% of some important agricultural seeds in certain areas are sold from farmer to farmer or from farmer through truck peddlers or local merchants to other farmers without recleaning, testing or labeling, and

WHEREAS, this condition constitutes a serious menace in the spread of noxious weeds, and

WHEREAS, many state seed laws now exempt from their labeling requirements all sales by the farmer grower;

RESOLVED, that it be the recommendation of this Association, to each of the several State Legislatures, that in considering future state seed laws or changes in existing state seed laws that consideration be given to more effectively preventing the spread of weeds by including in all such laws provisions limiting the weed content, particularly the noxious weed content, and/or requiring the proper labeling of all agricultural seeds when sold for planting purposes whether by the farmer producer, by truckers, merchants, seedsmen or others.

Says President Earl M. Page, of the Western Seedsmen's Ass'n: "This is a type of official recognition of this problem not previously granted. The membership of the National Ass'n of Commissioners, Secretaries & Directors of Agriculture consists of men who are directly responsible for state seed law enforcement.

"To secure fundamental changes in state seed laws which will require all vendors of seeds

to comply with their cleaning and labeling requirements is not too much to hope for if we are willing to work for them."

#### Change in Seed Staining Regulations

Alfalfa and red clover seed imported into the United States under the "green" staining regulations will now be easier to identify. Instead of 1 per cent, 5 of such seed must be stained green, according to an announcement of the United State Department of Agriculture.

The federal seed act requires staining of all imported alfalfa and red clover seed as follows:

Alfalfa and red clover seed grown in Canada, 1 per cent violet; red clover seed grown in Italy, 10 per cent red; alfalfa seed grown in Africa, 10 per cent red; alfalfa seed grown in Turkestan, 10 per cent purple red; alfalfa seed grown in South America, 10 per cent orange red; alfalfa and red clover seed of unknown origin, 10 per cent red.

Alfalfa and red clover seed of known origin not classified above must be stained 5 per cent green.

#### Grass Improvement Featured at Minnesota Seed Meet

Improvement of grasses and legumes was the subject of Dr. H. K. Hayes, chief of the division of agronomy and plant genetics at the University of Minnesota, in a featured address before the 9th annual meeting of the Minnesota Seed Dealers Ass'n, held at the Nicollet Hotel, Minneapolis.

"Many states have undertaken grass improvement during the last five years," said Dr. Hayes. "Over 30 of the state agricultural experiment stations now have well organized programs. A regional pasture laboratory of the U. S. Department of Agriculture has been set up in Pennsylvania to take the lead in developing the underlying principles of breeding for improvement of grasses.

"Altho the problem is complicated and many-sided, it is no more difficult than the problem that faced corn breeders 20 years ago. Thru current and future studies we may expect to develop more efficient forages than are now available with respect to yield of hay and seed, resistance to disease, resistance to drouth and cold, tolerance for wet or saline soils, and palatability and nutritive value of herbage."

WEED CONTROL featured addresses by R. F. Crim, extension agronomist at the University of St. Paul, and Fred Crane, director of Weed and Seed Control, Minnesota Department of Agriculture. Both insisted that farmers and seed dealers must cooperate if efficient control of the weed problem is to be accomplished. The addresses of both Crim and Crane followed a luncheon for the seedsmen in attendance.

Added to the membership of the ass'n during the convention were the Jacques Seed Co., Seed Division of the Land O' Lakes Creameries, Michael-Leonard Seed Co., and Vassar Seed Growers.

ELECTION of officers placed the following for the ensuing year: E. F. Heim, Winona, president; E. J. Kiekenapp, Faribault, vice-pres., and Leslie Edgerton, Minneapolis, sec'y-treasurer. Directors: L. L. McCulloch, Cargill, Inc., Minneapolis; H. E. Kiger, Alexandria; J. H. Withey, Minneapolis; E. N. P. LeMay, St. Paul, and L. H. Bohanon, Prescott (Wis.).

#### Plenty of Hybrid Corn Seed

Ames, Ia.—Enough seed has been grown this summer to meet any probable increases in hybrid demand for next spring, says Joe L. Robinson, agronomist at Iowa State College.

Prices might well decline but they certainly will not increase, he believes.

Higher priced seed, grown by commercial companies, may not drop in price since the larger growers may hold the seed over rather than lower their prices.

The sale of hybrid seed has been slow because farmers have been busy in the corn fields.

Hybrid acreage in Iowa should increase next year from 10 to 25 per cent, boosting

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St. Louis, Missouri



the total to 75 per cent of all corn grown, Robinson estimates.

When the hybrid seed corn industry was in its infancy experts thought that of the total acreage of corn planted not more than 75 per cent would be hybrid. Now they estimate that hybrid plantings may hit 85 or 90 per cent of all corn grown.

## Curry Crowned Corn King Again

William H. Curry, 48 year old farmer from Tipton, Ind., this year, for the third successive time, won the coveted crown and title of "Corn King" at the International Grain & Hay Show, which celebrated its 20th anniversary as a division of the International Live Stock Exposition at Chicago, Nov. 26-Dec. 3, inclusive.

This third successive winning makes Curry the permanent possessor of the grand championship corn cup. As in the two previous winnings, Curry won the 1938 award on a 10-ear sample of improved Reid's Yellow Dent, an open pollinated variety. The sample was selected from a 32 acre field that averaged 84 bushels per acre, which is a little below some of Curry's previous records. Curry has won five medals in Indiana corn growing contests with samples from fields that averaged from 97 to well over 100 bushels per acre.

In growing his grand championship corn, Curry says he follows a three-year rotation of corn, small grains, and clover, with annual application of 125 pounds of commercial fertilizer per acre.

Indiana contestants ran away with all other major corn honors as well as with the open championship this year. Peter Lux of Shelbyville, took the reserve championship with a 10-ear sample of Johnson County White. Richard B. Blackwell, Franklin, wrested the "Corn Prince" title from its Illinois holder in the Junior classes with a 10-ear sample of Reid's Yellow Dent, and Bobby Riggins, Crawfordsville, was named reserve Junior champion.

Even in the hybrid shelled corn classes, Indiana walked away with the honors. A. C. Stewart, Greensburg, was named "Corn Duke," and Gerald Bayless, Bluffton, reserve champion, both on showings of "Indiana No. 613."

**TWO YOUNG BROTHERS**, F. Lloyd Rigby, 23, and William Justyn Rigby, 22, who work with their father a 320 acre farm at Wembley, in the Peace River Valley of Alberta, kept the championship crowns for wheat and oats in Canada. Lloyd Rigby's tray of Reward hard red spring wheat tested 67.5 pounds per bushel. Justyn Rigby's sample of Victory oats tested 48.8 pounds per bushel.

Canadian winners predominated as expected in most of the small grain classes, taking eight of the major awards. Quite unexpectedly, this predominance extended to soybeans, Hugh Jeffrey, of Whitby, Ont., being crowned "Soybean King" for his sample of the Mandarin variety which originated in Manchuria. In addition to the prizes named, the blue ribbon for navy beans went to Albert C. Gohn, Emo, Ont., on a sample of Gohn's Rainy River; Cecil Trowell, Saltcoats, Sask., took honors for rye; Roy C. Chambers, Fenwick, Ont., was first in timothy seed; Louis Joseph Leduc, St. Isidore, Ont., first in red clover; Robert C. Dawson, Niagara-on-the-Lake, Ont., first in flint corn, and H. J. Davis, Edfield, Sask., first in field peas.

**IN THE RESERVE** championships, U. S. A. divided honors with Canada. R. P. Robbins, Shaunavon, Sask., won the reserve ribbon for wheat with a showing of "Durum Min-dum" weighing 64.9 pounds per bushel, but Paul Swisher, Hotchkiss, Colo., won the reserve position on oats with a peck of Colorado No. 37, and Robert Sloan, Worthington, Ind., took the reserve on soybeans with a sample of Kingwa. Honors for first place in the special milling and baking contest for wheat were also split (as described elsewhere in this num-



Above: Thomas Condon, in charge of small grains at the International Grain & Hay Show, displays Championship Samples of Oats, and Wheat, exhibited by the Rigby brothers, Wembley, Alta. Below: Grand Championship 10 ears of corn, exhibited by Wm. H. Curry, Tipton, Ind.

ber) but this could doubtless be attributed to placing wheats in this utility test in separate classes, without an "open" contest in which winners in each class could compete against each other.

**AMERICAN WINNERS** came into their own in the barley, sorghum, and forage crop

seed contests. Paul Swisher, Hotchkiss, Colo., took the barley ribbon with a sample of six-rowed Trebi barley, and L. E. Peterson, Victor, Mont., was the runner up with a sample of six-rowed Velvet. O. A. Heggenes, Fargo, N. D., headed the list of exhibitors of flaxseed. Mrs. Annie West, Edmond, Okla., showed



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both the champion and the reserve champion samples of threshed grain sorghums, the first a sample of kafir, the second a sample of milo, and also took the championship on sorghum heads with a bundle of milo. M. L. Pock, Stillwater, Okla., received the reserve award in the latter class for his heads of kafir.

The alsike clover blue ribbon was taken by R. F. Tauer, Baudette, Minn.; the award for crested wheat grass seed, by Pioneer Ranch Co. & E. T. Grove, Lewistown, Mont.; for sweet clover seed, Paul Mund, Delamere, N. D.; for lespedeza, Meharry Farms, Attica, Ind.; for alfalfa seed, Jim Ramsey, Baudette, Minn.

NEBRASKA'S University crop judging team won first honors for the third successive year in crop judging contests sponsored for the last five years by the Chicago Board of Trade. At a dinner for the 12 college teams in the competition, the Board of Trade's president, Kenneth S. Templeton, presented gold medals to Harold Schudol, Rundall Peters, and Lawrence Treake, members of the Nebraska team, and made \$100 scholarship awards to the University of Nebraska, the University of North Carolina, Oklahoma A. & M., and Michigan State.

More than ever this year the International Grain & Hay Show was an education to both farm and city visitors, with its many historical and modern displays of farm machinery, farming methods, maps, and trade graphs.

## Disappointing Yields from Hybrid Seed

Opinions are mixed about hybrid seed corn. Hybrid corn in most parts of Indiana did not do as well as farmers hoped it would. Talked to our own elevators and as many farmers as we could about it and it is our opinion that all planted the corn too thick. Hybrid should under no circumstances be planted more than three grains to the hill. Best field we heard of in Indiana made 120 bushels to the acre, measured and weighed. There were 10 acres in the field, rows 28 in. apart, drilled the corn a stalk to every 8 in., where it was thicker than this they went through and thinned it to 8 in. apart, used 500 lb. commercial fertilizer to the acre. That's 400 lb. to the acre more than anybody we know of uses. It is hard to induce farmers to use 100 lb. to the acre, they think 50 lb. should be enough.—Goodrich Bros. Co., P. E. Goodrich, Pres., Winchester, Ind.

## Seed Movement in November

Receipts and shipments of seeds at the various markets during November, compared with November, 1937, except where otherwise indicated, were:

	FLAXSEED		Shipments	
	1938	1937	1938	1937
Chicago	221,000	60,000	35,000	54,000
Duluth	151,628	126,702	619,625	537,303
Ft. William	78,069	30,935	146,485	86,936
Minneapolis	205,320	284,400	151,840	143,640
Superior	2,940	102,311	260,631	252,732
Vancouver	.....	357	100	3
	KAFIR AND MILO			
	1938	1937	1938	1937
Galveston	.....	34,500	.....	12,857
Houston	7,540	.....	.....	.....
Hutchinson	36,000	12,000	.....	.....
Kansas City	142,800	138,600	69,600	67,200
St. Joseph	.....	3,000	1,500	6,000
St. Louis	22,400	33,600	4,200	19,600
Wichita	1,300	10,400	.....	2,600
	SORGHUMS			
	1938	1937	1938	1937
Ft. Worth	48,000	309,000	61,500	90,000
	CLOVER			
	1938	1937	1938	1937
Chicago, lbs.	1,890,000	2,067,000	611,000	1,307,000
Milwaukee, lbs.	1,116,435	626,110	27,135	.....
	TIMOTHY			
	1938	1937	1938	1937
Chicago, lbs.	476,000	744,000	269,000	749,000
Milwaukee, lbs.	82,655	187,170	89,400	30,250
	SOYBEANS			
	1938	1937	1938	1937
Baltimore	120,447	.....	109,506	.....
Chicago	2,464,000	2,226,000	1,702,000	1,497,000
Indianapolis	246,400	393,400	23,800	145,600
Omaha	118,500	.....	.....	.....
Portland	242,900	.....	.....	.....
Philadelphia	.....	.....	.....	91,833
St. Louis	121,600	398,400	68,700	3,200
Toledo	123,200	.....	.....	.....

## Baking Test Features Special Wheat Exhibit

Utility featured a special class in the wheat exhibits at the International Grain & Hay Show this year for the first time. Bushel samples entered in this competition were judged on the basis of the kind of flour and bread they made. Of the total score of 100 points, 80 points in this judging rested on the flour and the bread baked from it, while only 20 points were based on the appearance of the wheat, its uniformity, and its test weight.

Exhibited with each sample entered in this competition was a dough development curve as measured by the Swanson Recording Dough Mixer perfected at the University of Kansas, and a moisture absorption as measured by the Farinograph. These machines measure the punishment that flour will take in a bake shop, how long the dough may be mixed before it begins to break down, and how quickly the baker must act in handling a batch of dough to make it produce a high yield and a high quality of bread. Extensogram curves measuring the gas retention capacity of the dough when baked into bread made still another part of this exhibit, along with cut loaves of bread baked from the flour made from the wheat samples entered in this special exhibit.

White wheats from Australia, hard spring wheats from Canada's western provinces, and hard winter wheats from our great Southwest competed in this exhibition. Because of the wide differences in climatic conditions, sowing and harvesting times, and the characteristics of the wheat produced where these samples were grown, the competition was divided into three classes, one class for the Australian wheats, one for the hard spring wheats, and one for the hard winter varieties. The entries included 17 samples of hard red winter wheat from the Southwest, four samples of hard red spring from western Canada, and four samples of white wheat from Australia. Eight cash awards were given for winners in the hard red winter class, and four each for the hard red spring and Australian wheat classes.

W. W. Jamison, Quinter, Kan., took the lead in the hard red winter wheat class with a showing of Tenmarq. He was followed by Ray Flanigan, Gem, Kan., with a sample of the same variety, and H. G. Brillhart, Hobart, Okla., with a sample of Turkey hard.

The blue ribbon in the hard red spring wheat class was won by Howard Wright, Airdrie, Alta., with a showing of Red Bobs. Second place was taken by A. Ripley, Indian Head, Sask., with a sample of Renown; third, by J. Rugg, Elstow, Sask., with a sample of Apex.

In the Australian white wheats class, J. W.

Wilson, Gilgandra, New South Wales, received the top score on his sample of Flora wheat. J. H. Simson, Spring Ridge, took second place with a sample of Pusa No. 4, and G. C. Pfitzner, Goolgowie, took third with the same variety.

Dr. John H. Parker, director, Southwestern Wheat Improvement Ass'n, who had charge of this special wheat contest, and the com'te of cereal technologists, flour, and baking authorities comprising the list of eight judges who had to agree on placing of the awards, emphasize that these awards do not reflect the relative merits of the varieties of wheat winning the blue ribbons.

Soil and climatic conditions, they say, exert a pronounced effect on wheat quality, an effect which may easily overshadow differences in varieties. For example, they point to Tenmarq in the hard red winter wheat class. Two samples took first and second place, respectively, but other samples fell way down the list to 12th and 14th places and were surpassed in milling and baking qualities by samples of Turkey, Nebred, Kanred and Blackhull.

Samples in each class exhibited a wide range in milling and baking quality, and the order of placing the samples was greatly different from the order in which they would have been placed had they been judged solely on the basis of kernel characteristics.

## North Carolina Team Wins Collegiate Grain Judging Contest

The North Carolina State College grain judging team scored 4,971.4 points out of a possible 5,400 in judging more than 150 classifications of grain, hay, seed and cotton in the 10th annual national collegiate grain judging contest, held in Kansas City, Mo., Nov. 21, and sponsored jointly by the Kansas City Board of Trade and the Kansas City Chamber of Commerce.

Second place in the team contests was taken by the University of Nebraska, with 4,924.8 points; third place by Kansas State College, with 4,902.9 points.

The individual high score was made by John Christensen, of Montrose, Ia., a member of the Iowa State College team, who scored 1,704.3 points out of a possible 1,800. He was awarded an individual gold medal.

A huge trophy was presented to the winning team by Vice-President R. A. Kelly, of the Kansas City Board of Trade, at a dinner in the Hotel Phillips following the contest. Dr. John H. Parker, director of the Southwest Wheat Improvement Ass'n, was the featured speaker at the dinner, and impressed the competing college teams with the need for improvement in the quality of farm crops.

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# Feedstuffs

**Kansas City, Mo.**—The American Ass'n of Cereal Chemists will hold its annual meeting here at the President Hotel May 22 to 26.

**Salt Lake City, Utah.**—Feed dealers and feed manufacturers met here Nov. 29 to discuss proposed changes in the Utah commercial feeding law. Lee D. Turner of Ogden was chairman of the group.

**Saranac Lake, N. Y.**—The annual convention of the American Feed Manufacturers Ass'n will be held June 12 and 13 at Saranac Inn in the Adirondacks, affording opportunity for outdoor sports, and a side visit to the World's Fair at New York.

**Grape pulp**, formerly discarded, has been utilized as a cattle feed by Geo. W. Emde, a large vineyardist of Lodi, Cal., who recently exhibited a carload of cattle so fed at the Great Western Live Stock Show, Los Angeles, with favorable comment.

**Salinas, Cal.**—The four months' beet sugar season came to a close Dec. 3 in this district, as the Spreckles Sugar Co. ended its 1938 campaign at the world's largest beet sugar factory. During the season 519,000 tons of beets were sliced in the plant. It is estimated that 790,000 bags of beet pulp were manufactured.—W. H. P.

**San Francisco, Cal.**—The State Bureau of Marine Fisheries has reported a catch of 54,911 tons of sardines at 12 Monterey and three San Francisco fish meal reduction plants for the month of October. Records show the catch for the season's first three months was greater this year than in the five years for which records are available.—W. H. B.

**Oakland, Cal.**—Strict enforcement of the new law aimed at over exploitation of sardines in California waters is promised by the California Fish and Game Commission. Herbert C. Davis, executive officer, said fishermen found guilty of supplying fish to unlicensed sardine meal reduction plants face jail sentences and fines of \$500. The law, adopted at the last election, becomes effective Dec. 20.—W. B.

**Raleigh, N. C.**—Fully half of the livestock feed buyers of North Carolina "pay little or no attention" to the guaranties of the feed they buy and thus lose thousands of dollars each year. This is the opinion of L. V. Amburgey, feed microscopist of the North Carolina Department of Agriculture, who has appealed to livestock and poultry farmers to "study the guaranties made by feed manufacturers and buy on a basis of ingredient values rather than low price."

**Washington, D. C.**—Little change has been made in the feed supply situation during the past two months. The total supply of corn, oats, barley, and grain sorghums on Oct. 1 was slightly larger than on that date last year and again the supply per grain consuming animal was unusually large. Feed grain prices in recent months have been considerably below those of a year ago. The feed situation is expected to be favorable to poultrymen at least until the 1939 harvest approaches. —Bureau of Agricultural Economics.

**State College, N. M.**—In their annual report for the fiscal year ending June 30, 1938, R. W. Ludwick, deputy in charge, and Lewis T. Elliott, analyst, of the New Mexico Feed and Fertilizer Control Office report receipts for the year, including \$2,253.67 on hand, of \$14,607.80, and disbursements \$13,654.71. For

tax tags and stamps there was collected \$11,445.19 on feeds. The report lists all registered feeds and gives the results of analyses.

**Ithaca, N. Y.**—The highest honor bestowed by the American Society of Animal Production has been given this year to Professor F. B. Morrison, head of the department of animal husbandry at Cornell University. The award is in recognition of his achievements in the field of animal nutrition, as teacher, investigator, and writer. Once each year the Society designates one person as its honor guest at the annual banquet, held at the Saddle and Sirloin Club, at the time of the International Livestock Show and Exposition in Chicago. A portrait of Professor Morrison was presented to the Club, to be hung in the gallery of noted men who have achieved fame in agriculture, particularly in animal husbandry.

## Feedingstuffs Definitions Adopted

The Ass'n of American Feed Control officials at the annual meeting at Washington, Nov. 17 and 18, adopted the following definitions of feedingstuffs:

Definition 3 for alfalfa leaf meal was amended to read as follows:

"**Alfalfa Leaf Meal** is the ground product consisting chiefly of leafy materials separated from alfalfa hay or meal. It must be reasonably free from other crop plants and weeds and must not contain more than 18 per cent of crude fiber."

Tentative definition on dried citrus pulp was adopted.

Tentative definition T-15, Munsell color standard for cottonseed cake and meal was made official.

The following definitions for meat and meat by-products were made official:

**Meat** is the clean, wholesome flesh derived from slaughtered mammals and is limited to that part of the striate muscle which is skeletal or that which is found in the tongue, in the diaphragm, in the heart, or in the esophagus, and does not include that found in the lips, in the snout, or in the ears; with or without the accompanying and overlying fat and the portions of skin, sinew, nerve and blood vessels which normally accompany the flesh. If it bears a name descriptive of its kind it must correspond thereto.

The term "meat" when used in a qualified form as, for example, "horse meat," "reindeer meat," "crab meat," etc., is then, and then only, properly applied to the corresponding portions of animals other than cattle, swine, sheep and goats.

**T-12, Rice Polishings**, was adopted as official in place of No. 14, the present definition of rice polish. T-12 reads: "Rice Polishing is a by-product of rice obtained in the milling operation of brushing the grain to furnish the kernel."

T-2, Spent bone black, was adopted as official.

T-1 was adopted as an official definition. It reads: "Bone charcoal or bone black is the product obtained by charring bones in closed retorts. It shall contain not less than 14.7 per cent of phosphorus (P)."

The following definition was adopted as tentative: "Dried sugar cane pith is the dry, pithy portion of sugar cane after the removal of most of the juice and coarse outer fiber. It must not contain more than 42 per cent of crude fiber. This product is recognized only as an absorbent and carrier of molasses."

T-13 was adopted as official, leaving out the word "hay" so that it reads:

"**Lespedeza Meal** is the product obtained from the grinding of the entire lespedeza hay, without the addition of any lespedeza stems, lespedeza straw or foreign material or the abstraction of leaves. It must be reasonably free from other crop plants and weeds, and must not contain more than 28 per cent of crude fiber."

**Condensed Whey**.—The com'ite recommended the following for future discussion: "Condensed whey is the product resulting from the removal



of a considerable portion of water from clean, sound cheese or casein whey, either or both. It contains not less than 62 per cent total solids." (The original words semi-solid were changed to condensed.)

T-7 and T-8 were adopted as official to take the place of definitions 104 and 105.

T-9 and T-10 were adopted as official and read as follows: "Yeast is a product composed of living or dead cells of *saccharomyces cerevisiae* with impurities not exceeding commercial grade; it shall contain at least 45 per cent protein on the moisture free basis."

"Irradiated Yeast is yeast which has been subjected to ultraviolet rays in order to increase its anti-rachitic potency; it shall contain at least 45 per cent protein on the moisture free basis."

**Cod Liver Oil**—Definition T-11 was revised as follows and adopted as tentative: "fortified cod liver oil is a product consisting chiefly of cod liver oil mixed with other suitable fish oils or fish oil concentrate or vitamin D, so as to contain not less than 400 A. O. A. C. chick units of vitamin D per gram and shall be labeled with the minimum guarantee in U. S. P. units of vitamin A per gram. If any other oil is so fortified it shall bear a name descriptive of its origin (as fortified sardine oil or fortified pilchard oil, etc.)."

## Uniformity in Feed Control

Dr. Geo. H. Marsh, pres. of the Ass'n of American Feed Control Officials, in his address at the annual meeting, said:

I suggest that we make it a policy in the future not to hastily enact rules and regulations as many of us probably have done in the past, but to submit copies of such rules and regulations as we wish to pass to the States Relations and Policy Formulating Com'te of this association, requesting its advice and counsel on the rule or regulation before we pass it. It is my firm conviction that such a practice will prove very helpful in securing better rules and regulations, and it will also tend to cause the enactment of more uniform rules and regulations relating to feed control in the different states.

I am convinced that the com'te from the manufacturers' group will appreciate an opportunity to deal with the violators of their group at least in an advisory capacity for the good of the feed manufacturing business, as well as for the good of feed control work. I feel that this would tend to bring order out of chaos at times.

There are many details with reference to non-compliance with feed control laws which

could and should be worked out in order to correct many bad practices and conditions which now exist and which have arisen because of lack of uniformity in enforcement and compliance with feed control laws in the past. It will take a little time to make much of a showing on this big undertaking, but it can be and should be done.

In order to promote still greater uniformity in feed control, I believe that this association might well undertake to establish definitions for the common terms used in feed control. In other words, we should establish definitions for feed control terminology and possibly go further by establishing definitions for mixed feeds and minimum standards for different complete rations for animals, and print same in the official publication of the association. I realize that this would be rather an extensive task and one which I do not believe this association has undertaken in the past, however, this is needed and this association would be making considerable progress in bringing about uniformity to a greater degree if it undertook this work.

## Feeds Under the Microscope

By C. C. YUND, of Purdue Agricultural Chemistry Department

Chemical analysis of a feed might show that the feed meets its guaranty; however, one would not know the different ingredients used in the feed.

Since the Indiana feeding stuffs law provides that the name of each ingredient used in the feed be listed on the Indiana state chemist tag, it is important the analyst be able to identify the different ingredients. With the aid of the microscope the analyst can become familiar with characteristics of ingredients used in mixed feeds and be able to identify them when they are used.

A chemical test may, for example, indicate the presence of starch but it cannot reveal the particular kind of starch. The microscope shows whether the starch is from wheat, corn, oats, or potato, since these starches differ almost as much in microscopical appearance as do the physical characteristics of the materials from which they are obtained.

Again by chemical analysis an abnormal amount of crude fiber may show the presence of a woody material but only with the microscope will one be able to determine the nature of the material. Not only in such

instances as these is the microscopic examination of greater importance than the chemical analysis, but it is a much quicker guide.

## Value of Ground Sorghum Tops

Ground sorghum tops, including the grain and head, are nearly equal to corn and cob meal as a ration for fattening cattle when fed in somewhat limited amounts, explains C. C. Culbertson of the Animal Husbandry Department at Iowa State College.

When the tops are ground in a roughage mill, they are worth about 85 per cent as much as shelled corn for fattening cattle.

Best results are obtained if the ground tops are used to replace probably not more than one-half of the corn in the grain mixture since the tops are bulkier and are not as palatable as corn.

## EAR CORN AND SMALL GRAIN HAMMER MILL FEEDER



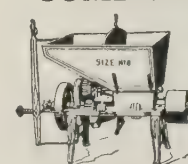
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SOUTH BEND INDIANA

## Feed Prices

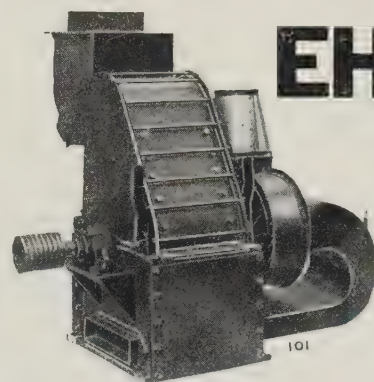
The following table shows the closing bid price each week for March futures of standard bran and gray shorts, spot cottonseed meal and No. 1 fine ground alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

	Minneapolis		Kansas City	
	Bran	Midls	Bran	Shorts
Oct. 1.....	13.50	16.00	12.50	14.00
Oct. 15.....	13.00	14.00	12.90	15.00
Oct. 29.....	13.50	14.50	13.75	15.50
Nov. 5.....	14.00	14.50	13.50	15.65
Nov. 12.....	15.00	15.50	14.25	16.25
Nov. 19.....	15.50	15.50	14.00	16.25
Nov. 26.....	15.00	15.50	14.00	16.20
Dec. 3.....	15.50	15.50	14.00	16.60
Dec. 10.....	16.00	17.00	15.00	17.00

	St. Louis*		Chicago	
	Bran	Shorts	Soybeans	Meal
Oct. 1.....	15.80	16.60	76	27.00
Oct. 15.....	16.10	17.00	69	24.20
Oct. 29.....	16.50	17.40	71	22.50
Nov. 5.....	16.90	18.20	71 1/2	22.00
Nov. 12.....	17.40	18.20	74 1/2	23.20
Nov. 19.....	17.00	18.10	73 1/2	23.50
Nov. 26.....	17.50	18.25	75 1/2	25.20
Dec. 3.....	17.25	18.50	77 1/2	25.00
Dec. 10.....	18.30	19.25	82	26.00

	Ft. Worth		Memphis		Kansas City		Chicago	
	Cottonseed	Meal	Cottonseed	Meal	Alfalfa	Meal	Corn	Meal
Oct. 1.....	24.00	21.50	21.50	18.75	18.75	50	15.75	15.75
Oct. 15.....	26.00	20.00	20.00	18.50	18.50	47 1/2	15.12	15.12
Oct. 29.....	27.00	20.25	20.25	19.00	19.00	49	15.12	15.12
Nov. 5.....	27.00	20.50	20.50	19.00	19.00	47	15.12	15.12
Nov. 12.....	27.00	22.00	22.00	19.00	19.00	49 1/2	15.12	15.12
Nov. 19.....	27.00	22.00	22.00	19.00	19.00	49	15.12	15.12
Nov. 26.....	27.00	22.25	22.25	19.00	19.00	49 1/2	15.12	15.12
Dec. 3.....	27.00	22.50	22.50	19.00	19.00	50 1/2	15.12	15.12
Dec. 10.....	27.00	22.50	22.50	19.00	19.00	50 1/2	15.12	15.12

\*St. Louis bran, basis Chicago delivery; shorts St. Louis delivery.



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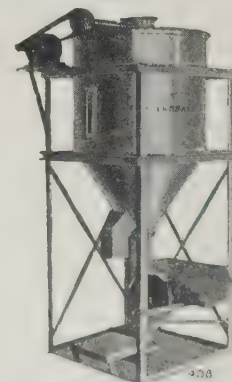
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# Poultry Feeds and Feeding

Chicago, Ill.—Plans for the International Poultry Congress to be held at Cleveland, O., next year, were discussed recently at a meeting of the American Institute of Poultry Industries, called by Chairman W. T. S. White.

Mason City, Ia.—Martha M. Aldridge, 55, has been sentenced to prison after confessing to swindling thousands of persons by selling ready-to-lay pullets without delivering the birds, after collecting thousands of dollars in 14 states.

New chicks, every month in the year, is the newest plan that is gaining in popularity among poultrymen. This is a change from producing chicks in the natural mating season for birds or during the spring and early summer months. The new plan may change the entire poultry program, at least in the production of poultry meat and eggs, says R. C. Ogle of the New York state college of agriculture.

## Heavy Losses of Laying Hens

By D. M. WARREN, former assistant state veterinarian, Montana Livestock Sanitary Board

So numerous are the contributions on the subject of fowl paralysis that it is impossible to review them expeditiously in this discussion. The most recent study on leukemia and allied disorders is that of Forkner of Cornell (1938). Fully 1,600 references to the topic are included in Forkner's bibliography which occupies 64 pages of the book. In addition, considerable work has accumulated from some of the experiment stations, more particularly from Connecticut and the Florida stations.

This tremendous volume of literature is hopelessly conflicting so as to indicate clearly that the problem of leukemia in fowls, in animals and in man is by no means completely understood. Probably the only agreement where opinions are unanimous is that the poultry industry sustains a tremendous loss by reason of adult laying hen mortality, to which mortality a steadily increasing incidence of these leukosis diseases constitutes a significant part. There is agreement also on the fact that the poultry industry, and the nutrition science that serves it, have so far been hopelessly incapable of preventing the rising tide of adult laying hen mortality which has reached ridiculous proportions in some sections of the country.

They are equally incapable of furnishing any constructive and profitable advice to the poultryman who suffers extinction from business by the range paralysis scourge.

Ferguson (1937) has amply demonstrated the seriousness of the adult laying hen mortality problem. He states that in 1929 the Ohio Department of Public Welfare began to enlarge its poultry operations on many institution farms, and that soon after this program was initiated, diseases diagnosed variously as fowl paralysis, neurolymphomatosis, leukosis, fowl leukemia, made their appearance.

According to Ferguson, as a result of the tremendous mortality which was experienced, many institutions were forced to turn to egg-laying strains of ducks to meet the egg requirement of patients and inmates. Ferguson further points to the published reports of the Ohio Experiment station where he states the mortality of the station's plan increased from 13 per cent during the period from 1921-24 to about 60 per cent for the period from 1929-35.

At Ohio State university, according to Ferguson, mortality has increased from 21 per cent in 1926 to 41 per cent in 1936.

It will be understood that these colossal losses have reached this enormous proportion in consequence of a steadily advancing adult laying hen mortality in which the leukemia group of diseases plays a more conspicuous part each year.

## Poultry Feeding Formulas

By C. W. CARRICK of Purdue University

Chemical analyses are not in themselves reliable guides to feeding values. Proteins vary in quality, which is not revealed satisfactorily by chemical analysis; nor are the vitamins in feeds made known by chemical analysis. The practical value of feeds is best determined by "biological" analysis, or feeding experiments under controlled conditions, measuring in terms of growth, livability, and other marketable values.

The formulas given utilize feeds available and economical. These formulas are the results of many careful experiments upon chickens; they have also been used by practical poultry raisers and proved satisfactory from both cost and growth standpoints, when other conditions were suitable.

### Formulas for All-Mash Chick Starting Rations

(Fed until chicks are 6 or 8 weeks old)

Ingredients	Starting Ration Number			
	1	2	3	4
	Lbs.	Lbs.	Lbs.	Lbs.
Ground yellow corn	400	300	150	...
Ground oats	...	...	150	...
Ground wheat	...	...	...	475
Wheat bran	100	100	100	...
Wheat middlings	100	100	100	...
Meat scraps (50% protein)	90	100	100	100
Dried skim or buttermilk	30	35	35	30
Alfalfa leaf meal	...	20	20	20
Drink, water	...	...	...	...

Ingredients	Starting Ration Number			
	5	6	7	8
	Lbs.	Lbs.	Lbs.	Lbs.
Ground yellow corn	400	500	300	400
Ground wheat	...	...	300	...
Wheat bran	150	100	...	100
Wheat middlings	150	100	...	100
Meat scraps (50% protein)	100	50	70	70
Dried skim or buttermilk	50	40	...	...
Soybean oil meal (40% protein)	100	200	...	...
Alfalfa leaf meal	30	30	20	...
Bone meal	...	10	...	...
Ground limestone	...	10	...	...

In rations 7 and 8 give no water, but keep before the chicks at all times sweet or sour milk or buttermilk.

**Some Substitutions and Changes.**—Many seemingly "reasonable" substitutions fail to work when tried on the chicks. Changing proportions or substituting one ingredient for another, on a chemical analysis basis, often brings disappointment. Some harmless changes are as follows:

One-half to one pound of salt may be added to each 100 pounds of feed if desired, but in tests five per cent or more of meat scraps in these rations has supplied sufficient salt. Too much salt gives too laxative a condition.

Wheat mixed feed (mill-run wheat feed) may be used for bran and middlings. Yellow corn feed meal may be used instead of ground yellow corn.

If chicks must be kept away from direct sunshine more than two weeks, add one to two pints of tested cod liver oil or its equivalent of some other product rich in vitamin D to each 100 pounds of feed. One pint of oil weighs about one pound, hence one pint to 100 pounds of feed is about one per cent. Often one per cent of cod liver oil may be sufficient, but such products are variable. If the chicks start to

## Feedstuffs Movement in November

Receipts and shipments of feedstuffs at the various markets during November, compared with November, 1937, in tons, were:

	Receipts		Shipments	
	1938	1937	1938	1937
*Baltimore	3,896	3,242	...	...
*Boston	800	553	145	162
*Chicago	11,529	14,233	38,568	55,311
Kan. City	4,350	4,150	23,825	26,025
*Milwaukee	220	440	5,260	2,320
*Minneapolis	1,859	2,567	28,103	31,563
*Peoria	9,200	10,210	12,640	14,202
*Millfeed	...	...	...	...

walk stiffly, and have flexible beaks, there is indication of the onset of rickets and immediately the oil should be increased.

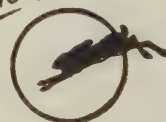
**Green Feeds** are not necessary with these rations, but a good pasture for range is desirable. When chicks are grown in confinement or on bare ground, about three per cent of alfalfa leaf meal is desirable; it usually increases the skin color in varieties which have yellow skin and this is often desirable for broilers in some markets.

**Skim Milk or Buttermilk.**—Tests show no differences between dried skim milk and dried buttermilk. Liquid skim milk is often superior to liquid buttermilk, because of the variation in water content in liquid buttermilk. Either sweet or sour liquid skim milk is satisfactory. In Rations 7 and 8, liquid milk is kept available at all times and no water is given, else the consumption of milk may be too low for best growth. It is not worth while to feed liquid milk with the rations not listing it.

**Proportions of Meat Scraps and Milk.**—

## Triple XXX Alfalfa Meal

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by Lippincott & Card

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Every elevator that grinds and mixes poultry feeds needs this new, quick-reference volume, devoted to practical management of poultry enterprises. Prepared by noted authorities. Considers culling, prevention and cure of diseases, incubation, brooding, housing, ventilation, etc., and gives 63 pages to selection and compounding of feeds, to feeding methods and the nutrient requirements of poultry.

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## Grain and Feed Journals

Consolidated

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Chicago, Ill.



Since dried milk is relatively expensive we use only enough to promote good growth. When time is a factor, as in broiler production, sometimes increasing both meat scraps and milk may be justified as in Ration 2, which is also more suitable than Ration 1 for late hatched chicks. The use of 20 to 25 per cent of dried milk in chick rations as a control method for coccidiosis is scarcely justified with the evidence at hand. Good sanitation practices, especially clean ground, and frequent cleaning of litter have been more successful in preventing coccidiosis.

**Use of Ground Oats.**—In Rations 1 and 2 finely ground oats may be substituted for the bran and middlings. In Ration 2, when bran and middlings are used, the ground corn may be replaced by finely ground oats.

**Perosis or "Slipped Tendons."**—Rations with as much as 15 per cent of meat and bone scraps may cause a deformed leg condition, known as perosis, in which the tendon at the back of the leg slips out of place at the hock joint. Chicks grown in close confinement appear to be more often affected with perosis although chicks on range may have the ailment when the meat scraps runs high in bone content. Never add bone meal to a formula not specifying it. Ration 5 is especially designed for rapid growth of winter broilers kept inside, but some source of vitamin D must be provided. The problem of perosis is discussed in detail in \*Extension Leaflet 195.

**Feeding Winter Broilers.**—Ration 5 is especially suitable for winter broilers, when supplemented with a source of vitamin D. Some preliminary experiments indicate that when the chicks are six weeks old, 50 pounds of ground corn and two and one-half of bone meal may be added to each 100 pounds of Ration 5 and the vitamin D increased in proportion; or at this age one may continue Ration 5 and place medium cracked corn in troughs before the chicks, mixing in some whole corn after a week or so—increasing the proportion of whole corn as they learn to eat it. When the cracked corn is started add two and one-half pounds of bone meal to each 100 pounds of Ration 5 and increase the vitamin D to half as much more as is being used.

In diluting Ration 5 with either ground corn or the cracked and whole corn it is highly important to add the bone meal and adjust the vitamin D, else rickets may develop.

**Some Don'ts.**—Don't take parts of two formulas. Use one formula as given.

Don't substitute ground wheat or other grains for bran and middlings—use a formula suitable to your conditions.

Don't add bone meal or other similar mineral mixtures to the formulas—they are well supplied with minerals by the ingredients given.

## Slow Birds Catch Up

Practical poultrymen are reported to have found lowered mortality and increased egg laying capacity in pullets that were retarded during their growing period.

Dr. Victor Heiman, before Cornell University's annual nutritional school, reported that pullets raised on a 13% protein ration grew slower, and matured 10 days later than birds given a 19% protein ration. No difference, he said, appeared in the final body weight, or in mortality when the birds were carried thru the year, and the late birds produced as well as the early birds. From this he concluded that late birds catch up with the birds that are off to a quick start in their growth.

Dr. G. F. Heuser, of Cornell's poultry department, added that the maturity of pullets may be retarded as much as three weeks by starting them on a low protein diet, but switching to a low protein diet in the last part of the growing period has no effect on the date of maturity. He believed the date of maturity to be inherited to a large extent.

Meat scraps are about one-fourth minerals. To add bone or some other minerals where not specified may give "slipped tendons"—deformed legs.

Don't use ground soybeans for soybean oil meal in Rations 5 and 6—chicks have not done well on ground soybeans in our experiments.

Don't use tankage instead of meat scraps in chick rations—such substitutions have proved unsatisfactory in our tests.

Don't feed scratch grain with all-mash rations.

Don't use Ration 4 for chicks that are to be grown in confinement.

## Texas Feed Manufacturers Will Further Poultry Congress

Thirty-five members of the Texas Feed Manufacturers Ass'n gave close attention to A. H. Demke, president of the Texas Baby Chick Ass'n when he appeared before their meeting Dec. 1 at College Station, in the interests of the World's Poultry Congress. Texas feed men are interested in promoting the cause of more and better baby chicks, and volunteered to help raise \$15,000 as Texas' share in holding the Congress in Cleveland, O., next summer.

This semi-annual meeting was held primarily to hear college authorities discuss the latest discoveries in feeds and feeding practices.

Professor Charles N. Shepardson, head of the Texas A. & M. dairy division, told them that dairy cows need good roughage to reduce the cost of producing dairy products, and explained European methods of feeding where quality roughage is the most important part of the feeding program.

Professor J. M. Jones told about experiments with feeding cattle citrus pulps, a research program that is amazing even the college experimenters.

Dr. G. S. Fraps anticipated that "productive energy" will be the measure for evaluating feedstuffs in the future, and revealed plans to replace simple statements of protein, fat, and fibre contents in a feed with a truer conception of its feeding value.

Gus Cranz, Fort Worth, led a discussion on the Wage-Hours Act. Most of the feed manufacturers believed they could reduce the hourly rate of pay for employees to 25c, with overtime over 44 hours per week, and a bonus, if necessary, to maintain each employee's former wage scale.

Delegates were guests of Texas A. & M. College at a luncheon during their meeting.

Continuous attacks on business discourage initiative and destroy free enterprise; the reckless expenditure of taxpayers' money for relief and unnecessary public improvements is but an ephemeral palliative and can never be substituted for earned wages and earned income.—Silas H. Strawn.

## Hay Movement in November

Receipts and shipments of hay at the various markets during November, compared with November, 1937, in tons, were:

	Receipts		Shipments	
	1938	1937	1938	1937
Baltimore	.....	24	.....	.....
Boston	407	1,023	.....	.....
Chicago	1,906	2,502	93	167
Ft. Worth	44	55	.....	.....
Kansas City	2,772	6,000	288	840
Minneapolis	309	308	96	.....
St. Louis	24	252	60	396



Corn Gluten Feed, Corn Oil Cake Meal,  
Brewers' Dried Grains Malt Sprouts  
ANHEUSER-BUSCH ST. LOUIS

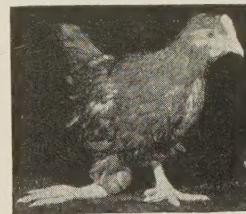
## Kansas City Feed Club Revived

The Kansas City Feed Club came back to life with a dinner meeting Dec. 8, and arranged to hold monthly meetings in the future.

Officers elected by the reorganized group are: J. P. Parks, president; Louis Selders, vice-president; Courtney Cotton, treasurer, and Maurice Johnson, sec'y.

## CHICK MANGANESE

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## Merchandising Feeds or Selling Feeds

By ROY HALL, Fort Wayne, Ind.

There is a difference between merchandising feeds and selling feeds. There is a difference between merchandising anything and selling it.

In merchandising a product, in my opinion, the thought is to carry the product from its manufacturer, or its origin to its ultimate consumer, with a benefit to everyone concerned. This is true merchandising. This is socially true merchandising and it is economically true merchandising, and I cannot help but believe it is financially profitable merchandising.

Selling a product is disposing of a product to some one who has the money to pay for it, and sometimes you are not so concerned about what the results are. You want to sell it, and oftentimes you find great salesmen who are poor merchandisers, and oftentimes good merchandisers who are not good salesmen.

The thought doesn't apply only to the merchandising of feeds—it is more general. It is the biggest problem involved in any business operation. That we have to analyze our problems a little better and a little more accurately than we did forty-five years ago; that we have to have more information available and carefully consider this information is agreed upon and agreed to by all business men. It seems that the struggle is getting to be a race between the ability of us and our competitors to analyze the facts and make use of them.

The theme thought in the merchandising of feeds is to plan your merchandising, and we could turn that theme thought and apply it to the merchandising of any commodity or to the running of any business.

I don't know but sometimes we seem to think that the man merchandising feeds has the idea that he is more a jack of all trades than the average business man. If he assumes that he is a master of markets, a master of nutrition, a master of advertising, and a master of display, a diagnostician of animals' diseases and whatnot, undoubtedly he is getting in too deep. This is an age of specialization. We have made our rapid progress during these four and a half decades by mass production, by specialization.

The man who successfully merchandises feeds, the same as the man who successfully merchandises automobiles—and let us carry the two together—should make a plan somewhat along the following lines, it seems to me. First, he should decide for himself what kind of feeds he is going to merchandise. I don't believe it is possible for a man in the automobile business to be a successful merchandiser of Fords, Lincolns, Zephyrs, Chryslers, and Dodges. I doubt it could be done successfully. It never has been done successfully and I think it would be impossible to do it successfully. It is too much lack of concentration; and I think the same thing is true in the feed business.

The man who tries to merchandise a half dozen lines of feeds is not going to merchandise any line of feeds. It just can't be done, any more than a man can merchandise a half dozen lines of other products. There are many lines of feeds today that are competitive, that are good and that businesses are being built up on, and successful businesses are being built on these lines of feeds.

There are many businesses today that are still trying to handle two, three, and four lines of feeds; and I believe if you will look around you will not find them doing what you would call a good job. They may be doing an ordinary job with violent effort. This means that the line of feeds you choose will be backed up by some reputable organization that has nutritional information, that has marketwise information, that has sources of educational work that you can't possibly have as an individual dealer.

## Making Up a Dairy Mixture

By W. T. CRANDALL of Cornell

In order to make a grain mixture that contains the proper protein content, a selection from feeds that vary in their protein content must usually be made. For practical feeding purposes, individual feeds can be classified into the following groups:

**Low Protein:** Barley, oats, corn, wheat, rye, buckwheat, hominy feed, corn and cob meal.

**Medium Protein:** Wheat bran, standard wheat, middlings, rye middlings, wheat mixed feed.

**High Protein:** Corn gluten feed, brewers' dried grains, dried distillers' grains (corn),

buckwheat middlings, coconut oil meal, field beans.

**Very High Protein:** Cottonseed meal, linseed meal, soybean oil meal, corn gluten meal, soybeans.

For the dairy cow any feed in any one of these four groups is approximately equal in feeding value to any other feed in the same group. One should keep in mind the characteristics of the different feeds and the essentials of a good ration and then select from these groups the feeds that furnish the cheapest nutrients in order to give the desired protein content in the grain mixture.

The proportions of the low protein, medium protein, high protein, and very high protein feeds that are needed to give a grain mixture the proper content of protein that is required with the various combinations of roughages are given in the following table:

Kind of Roughage	Protein Content of Feeds—			
	Low	Medium	High	Very High
Non-legume hay and corn silage.....	40%	15%	25%	20%
Mixed hay containing 30% legumes and corn silage....	50	15	25	10
Clover hay and corn silage.....	60	15	15	10
Alfalfa or soybean hay and corn silage.....	70	25	5	..

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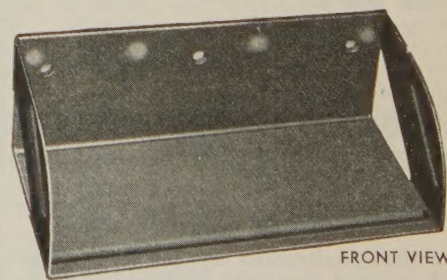
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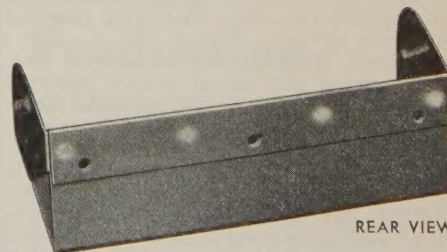
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## Soybean Oilmeal Price Favorable to Feeders

Buying soybean oilmeal for feeder cattle is a good bet right now, believes C. C. Culbertson, of the Animal Husbandry Department at Iowa State College.

Cattle feeders can lay in soybean oilmeal for \$27 or \$28 a ton, while linseed oilmeal costs \$40.

Cattle being fitted to sell in the choice to prime market classes gain about as fast on soybean oilmeal as they do on linseed meal altho they lack some of the bloom and do not look as fat as animals fed the linseed meal.

Even when soybean meal is figured to have only 85 to 90 per cent as much feeding value as linseed meal for choice to prime steers, it's still a good bet, Culbertson insists.

When cattle are being carried thru the winter on a light protein ration, soybean oilmeal more nearly approximates linseed oilmeal as a cattle feed.

## Linseed Meal Output One-Third Less

Production of linseed cake and meal during the July-September quarter was much below that for the corresponding period last season, reflecting the smaller crushings of flaxseed. Output of cake and meal totaled only 93,700 tons compared with 141,600 tons during those months in 1937. Imports were negligible, totaling only 2,000 tons; but exports totaling 47,200 tons, were only slightly below average and left 48,500 tons for domestic utilization, according to the Bureau of Agricultural Economics.

About 135,000 tons of linseed cake and meal will be produced from the 1938 domestic flaxseed crop if the November forecast of production is realized. The quantity of cake and meal that will be available for domestic use will be influenced by the quantity of flaxseed imported for crushing and the amount of cake and meal retained in this country for feed. Ordinarily the larger part of the cake and meal obtained from imported flaxseed is exported.

## Animals Need Minerals

At least 30 of the 92 known mineral elements have been found in the animal body, according to G. H. Ellis before Cornell University's nutritional school this fall. At least 13 of these are essential to normal growth and body functions.

Besides the trouble manganese deficiency causes for baby chicks, such deficiency in other farm animals causes reproductive troubles. Fortunately for other farm animals, ordinary feedstuffs usually contain sufficient amounts of this mineral.

Zinc is essential to animal life, but ordinary rations apparently carry enough of it.

Iodine is a problem only in certain areas where the soil is deficient in this element, and the foods grown on the soil are deficient as a consequence. Iodized salt is the common method for adding iodine to the rations, tho certain conditions may cause heavy losses of iodine from the salt. In such cases the salt can be ground and fed in small quantities at frequent intervals.

Deficiencies in magnesium cause tetany and nervous excitability in farm animals. Calves require 10 milligrams of magnesium per day per kilogram of body weight, but this amount is supplied by the usual feed mixtures.

Iron, copper, and cobalt are trace elements related to anaemia. A supply of iron, possibly copper and cobalt also, is stored in the liver at birth. This supply of iron is soon exhausted, but it can be supplied by administration. Deficiencies occur sometimes, but they are not widespread.

## Fibre and Carbohydrates in Feed

"Fibre and carbohydrates, the energy producing parts of a feed," said Prof. E. W. Crampton, of MacDonald College, before Cornell University's nutritional school for feed men late in October, "are commonly expressed as crude fibre and nitrogen-free-extract." Nitrogen-free-extract, explained the professor, is not a chemical analysis at all. It is an expression of a difference, or what is left after other factors are quantitatively analyzed. Error may creep in, because protein is always assumed to contain 16% nitrogen, whereas it may actually contain from 15% to 19% nitrogen.

The composition of plants changes rapidly with age, said the professor. Young plants may contain as much as 30% protein in their dry matter. By the end of nine weeks this protein may have dropped to 8%, and in 15 weeks it may drop to less than 4%. Cellulose increases gradually, and as a plant

grows old the cellulose cells become encrusted with lignin. Lignified cellulose resists bacterial action, and thus resists digestion.

The percentage of fibre is a standard for rating the value of a feed. Roughages are high in fibre. An increase in the amount of fibre in oats indicates an increase in the amount of hulls. This is also true of alfalfa stems. Three-fourths of the feeding value of alfalfa is in the leaves.

Some forms of livestock can utilize fibre to advantage. Others cannot. Ruminants digest the cellulose portion of crude fibre that is not lignified. Hence, the most satisfactory manner of expressing crude fibre is on the basis of lignin and cellulose content. But until a satisfactory method for making such analysis is devised, present methods will have to serve.

The Feed Grinder who looks ahead never complains because his daily task is just one more hard grind.

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600	18 1/8	18 1/4	18 3/8	18 3/4	18 7/8	19 1/8	19 1/4	19 3/8	19 3/4
610	18 1/4	18 3/8	18 3/4	18 7/8	19 1/8	19 1/4	19 3/8	19 3/4	19 7/8
620	18 3/8	18 3/4	18 7/8	19 1/8	19 1/4	19 3/8	19 3/4	19 7/8	20 1/8
630	18 3/4	18 7/8	19 1/8	19 1/4	19 3/8	19 3/4	19 7/8	20 1/8	20 1/4
640	18 7/8	19 1/8	19 1/4	19 3/8	19 3/4	19 7/8	20 1/8	20 1/4	20 3/8
650	19 1/8	19 1/4	19 3/8	19 3/4	19 7/8	20 1/8	20 1/4	20 3/8	20 3/4
660	19 1/4	19 3/8	19 3/4	19 7/8	20 1/8	20 1/4	20 3/8	20 3/4	20 7/8
670	19 3/8	19 3/4	19 7/8	20 1/8	20 1/4	20 3/8	20 3/4	20 7/8	21 1/8
680	19 3/4	19 7/8	20 1/8	20 1/4	20 3/8	20 3/4	20 7/8	21 1/8	21 1/4
690	19 7/8	20 1/8	20 1/4	20 3/8	20 3/4	20 7/8	21 1/8	21 1/4	21 3/8
700	20 1/8	20 1/4	20 3/8	20 3/4	20 7/8	21 1/8	21 1/4	21 3/8	21 3/4
710	20 1/4	20 3/8	20 3/4	20 7/8	21 1/8	21 1/4	21 3/8	21 3/4	21 7/8
720	20 3/8	20 3/4	20 7/8	21 1/8	21 1/4	21 3/8	21 3/4	21 7/8	22 1/8
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770	21 3/8	21 3/4	21 7/8	22 1/8	22 1/4	22 3/8	22 3/4	22 7/8	23 1/8
780	21 3/4	21 7/8	22 1/8	22 1/4	22 3/8	22 3/4	22 7/8	23 1/8	23 1/4
790	21 7/8	22 1/8	22 1/4	22 3/8	22 3/4	22 7/8	23 1/8	23 1/4	23 3/8
800	22 1/8	22 1/4	22 3/8	22 3/4	22 7/8	23 1/8	23 1/4	23 3/8	23 3/4
810	22 1/4	22 3/8	22 3/4	22 7/8	23 1/8	23 1/4	23 3/8	23 3/4	23 7/8
820	22 3/8	22 3/4	22 7/8	23 1/8	23 1/4	23 3/8	23 3/4	23 7/8	24 1/8
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880	23 3/4	23 7/8	24 1/8	24 1/4	24 3/8	24 3/4	24 7/8	25 1/8	25 1/4
890	23 7/8	24 1/8	24 1/4	24 3/8	24 3/4	24 7/8	25 1/8	25 1/4	25 3/8
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930	24 3/4	24 7/8	25 1/8	25 1/4	25 3/8	25 3/4	25 7/8	26 1/8	26 1/4
940	24 7/8	25 1/8	25 1/4	25 3/8	25 3/4	25 7/8	26 1/8	26 1/4	26 3/8
950	25 1/8	25 1/4	25 3/8	25 3/4	25 7/8	26 1/8	26 1/4	26 3/8	26 3/4
960	25 1/4	25 3/8	25 3/4	25 7/8	26 1/8	26 1/4	26 3/8	26 3/4	26 7/8
970	25 3/8	25 3/4	25 7/8	26 1/8	26 1/4	26 3/8	26 3/4	26 7/8	27 1/8
980	25 3/4	25 7/8	26 1/8	26 1/4	26 3/8	26 3/4	26 7/8	27 1/8	27 1/4
990	25 7/8	26 1/8	26 1/4	26 3/8	26 3/4	26 7/8	27 1/8	27 1/4	27 3/8
1000	26 1/8	26 1/4	26 3/8	26 3/4	26 7/8	27 1/8	27 1/4	27 3/8	27 3/4

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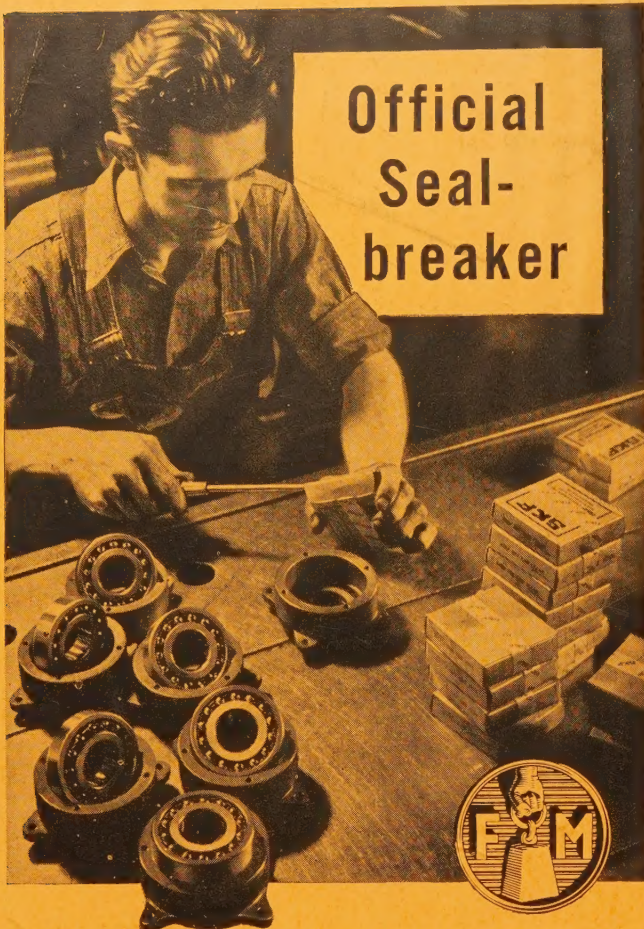
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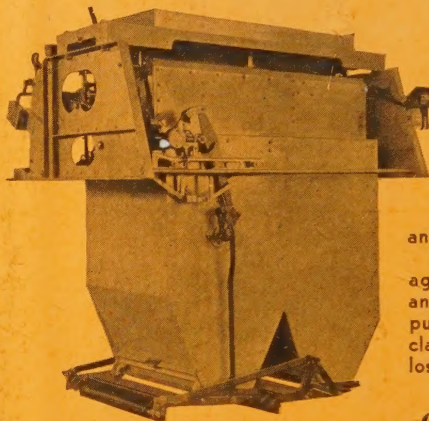


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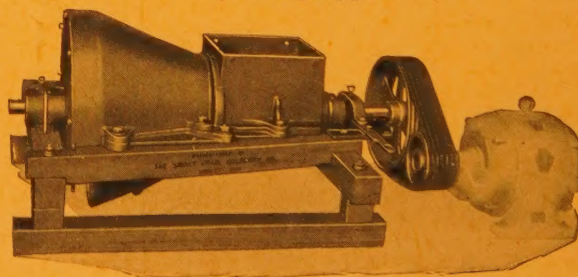
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